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Special Supplement: **Report of U.S. Investment Development Mission to Pakistan**

Mission members visit Warsak Dam, Peshawar, with members of the Sarhad Chamber of Commerce and Industries.

Foreign Commerce Weekly

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Export-Import Bank And the Calendar Year 1961

THE Export-Import Bank of Washington approved 907 loan and guarantee transactions in 1961 to assist U.S. foreign trade, committing a total of $1.1 billion, its President, Harold F. Linder, told the American Bankers Association at a meeting in Chicago on January 22.

Dollar loans were approved for export transactions to all parts of the free world, with Latin America accounting for $490 million, Asia $319 million, Europe $124 million, and Africa $11 million.

All of Eximbank's loans and guarantees are directly related to the oversea sale of U.S. goods, materials, and services.

The Bank also made 36 loans in foreign currencies amounting to the equivalent of $19 million from foreign funds available to the United States for lending under Section 104(e) of Public Law 480.

Eximbank in its operations provides financial assistance for the export of a wide range of U.S. industrial products and equipment. Oversea projects financed during 1961 contributed to the economic and industrial development of foreign countries, and from the U.S. point of view resulted in a large volume of orders to American suppliers and manufacturers. The $416 million approved by the Bank for project lending will enable oversea buyers to acquire U.S. machinery, materials, and services for electrical power generation; steel mills; water purification plants; railroads and rail rolling stock; nonferrous smelters; fiberboard plants; highway construction; agricultural projects; paper mills; etc. In addition, the Bank loaned $69.7 million to assist in the export sale of U.S.-built commercial jet aircraft with invoice values totaling $111 million; this assistance was a substantial percentage of the total amount of U.S. jet aircraft export transactions for the year.

To illustrate the effect of an Eximbank project loan in terms of generating orders to U.S. firms, a $62-million loan was approved during 1961 for construction of an integrated steel mill. Past experience of Eximbank with similar projects shows that over 3,000 individual orders of equipment may be expected to reach about 900 different U.S. suppliers and manufacturers when procurement to outfit the mill begins.

EXIMBANK set in motion two new programs in 1961, designed to give further assistance to U.S. exporters in meeting increased competition in world markets. One is a plan to provide export credit insurance directly to exporters. The other is a system of new Eximbank guarantees on export transactions available for U.S. commercial banks.

For the issuance of export credit insurance, Eximbank has entered into partnership with the newly organized Foreign Credit Insurance Association whose membership includes leading U.S. casualty, property, and marine insurance companies. Policies will be issued by the FCIA directly to exporters through insurance brokers and agents across the country. Coverage is for both political and commercial risks, with Eximbank underwriting 100% of the political risks involved in an export sale transaction, and with FCIA and Eximbank sharing the commercial risks. The present schedule calls for the FCIA to announce details of its program within a few days.

In the new program of guarantees to commercial banks, the aim is to provide cover for commercial banks where they enter medium-term export sales transactions without recourse on the exporter. In availing itself of Eximbank guarantees, the commercial bank may choose one of two options. In *Option 1* (most frequently used): The commercial bank involved may obtain from Eximbank a political risk guarantee of the installments on which the commercial bank takes the credit risk. In addition, Eximbank will offer both political and credit risk guarantees on the remainder of the commercial bank's transaction when all remaining maturities are held by the commercial bank or other financial institution.

IN practice, the plan amounts to a full Eximbank guarantee on the transaction except for that portion on which the commercial bank assumes the credit risk. The system is calculated to encourage commercial banks to extend more credit to exporters, and to make it easier for commercial banks to "sell" export paper to other financial institutions. In *Option 2*, the commercial bank may take the credit risk in the early installments of the transaction—30 to 50% of the total installments and Eximbank will purchase the later or remaining maturities. In this option, no Eximbank political risk guarantee will be offered to the commercial bank on the early maturities or installments held by the commercial bank.

Both new Eximbank programs, export credit insurance and guarantees to commercial banks, are expressly planned in view of the positive impact of increased American exports on the U.S. balance-of-payments position. By thus giving our exporters equality, or even an edge, with respect to governmental assistance given to their foreign competitors, the U.S. export community should show gains in the world market. In short, Eximbank's new programs are a direct attack on the U.S. balance-of-payments deficit.

Eximbank and Its New Programs

By Harold F. Linder
President and Chairman
The Export-Import Bank of Washington

THE Export-Import Bank of Washington is in business to finance and facilitate U.S. overseas trade, and is required by statute to make loans on which there is reasonable promise of repayment *in dollars*. We are enjoined to supplement and encourage and not compete with private capital interests.

Perhaps to over-simplify our operations: We lend to foreign purchasers of U.S. goods who repay in dollars plus interest and on terms appropriate for the types of goods sold in the international markets. We borrow our funds from the Treasury and we pay the Treasury interest on the borrowed money.

As is the case with all lending bankers, the difference between the interest we charge and the interest we pay enables us to pay a dividend to the Treasury and add to our own reserves. We now are paying an annual dividend of $30 million and added to our reserves of approximately $63 million during the past fiscal year. In addition to the Bank's prime function of assisting the U.S. exporter, the obvious and happy byproduct is that we who work at the Bank are in the fairly unique position of making a profit for Uncle Sam, without competing with private interests, and of contributing to our national objectives.

Since we have just closed out the *calendar* year 1961, I am happy to release here, *for the first time*, some figures on the year's activity. During 1961, Eximbank approved 907 loan and guarantee transactions representing a total of $1,114 million. Of possible interest to the many who finance exports to Latin America, $490 million of the total authorizations by the Bank were for Latin American countries. In addition, loans and guarantees were authorized for all major geographical areas of the world, with Asia receiving the next largest amount after Latin America.

But aside from the relatively cold dollar totals of Bank business conducted, when we look at the year 1961 in retrospect we must call it a year of adjustment to new patterns in world trade. It has been a period in which we set in motion programs for greatly enlarged assistance to U.S. manufacturers who wish to export more of their goods; this in the hope of improving the balance of payments position of the United States.

World Market Competitive

THE world market is once again a competitive market. Within 2 years it will be a fiercely competitive market. In the words of one of General Jeb Stuart's troopers, it will be a matter of *"Git or git got."* To respond correctly and imaginatively to the reality of this new trading world will test the fibre and ingenuity of the American industrial, banking, export, and insurance communities as well as that of the Government. And respond correctly and imaginatively we must, for it is we as Americans who have so long been the world's dedicated proponents of the principles of free competitive trade. Not to accept the challenge now would be inconsistent with our tradition as well as our preaching.

Excerpts from an address by Mr. Linder before the National Credit Conference of American Bankers Association in Chicago, January 22.

What *will* win for us in a competitive world market is the heavy application of the initiative, inventiveness, and drive which made our industrialists great in the first place.

No one can doubt that the need to keep the United States competitive in world markets is crucial. With this in mind Eximbank has devised new measures to assist U.S. foreign trade, and I should like to describe them for you.

One salient point we have kept before us is the desirability of getting small- and medium-sized U.S. firms into the export business. And the converse is true: We are equally interested to sell U.S. equipment to small- and medium-sized firms abroad. To help accomplish this, we are utilizing a type of credit known as an "Industrial Bank Loan." To illustrate, last February we authorized a $25-million credit to the Industrial Bank of Japan, and I might say we've done similar operations in three other countries.

This bank in turn made the money available, through Japanese commercial banks, to small- and medium-sized manufacturers for the purchase of U.S. equipment. Within a few months, the credit was completely allocated to a good many small buyers—in fact, applications were more than three times the amount made available. We place a ceiling of a few hundred thousand dollars on the amount of any individual loan and reserve the right to approve allocations above $100,000. Literally hundreds of U.S. suppliers are receiving orders as the result of this kind of transaction.

New Programs Initiated

A major effort of Eximbank during the past year has been to comply with President Kennedy's directive to assure that our Government provide assistance to American exporters at least equal to any such assistance to be found abroad. Two new programs have been initiated which we think will be of prime importance to U.S. foreign trade in the competitive years ahead. One is broadening of our guarantee system offered directly to commercial banks. The other is a plan to provide export credit insurance directly to exporters.

Our program with commercial banks and other financial institutions consists, essentially, of the offer of a combination of Eximbank guarantees on medium-term export transactions. It is designed to encourage non-recourse commercial bank participation in export sales and to facilitate the buying of export paper from commercial banks by other financial institutions should they and the banks so desire. Eximbank will offer a political risk guarantee on that part of each medium-term transaction for which a commercial bank assumes the credit risk, provided an Eximbank guarantee covering both political and credit risks is taken on the balance of the commercial bank's participation.

To put it succinctly, if the commercial bank is prepared to take the credit risk for its own account on the early maturities—and by early I mean the first 18 months of a 3-, 4-, or 5-year credit or 50% of a 1- or 2-year credit—an Eximbank guarantee of the political risk on those early maturities is offered provided the

DEPARTMENTS

Commodity News 182
Economic Conditions Abroad 167
Fairs and Exhibitions 179
Foreign Government Actions 170
Investment Opportunities 165
Transportation and Utilities 177
U.S. Government Actions 184
World Trade Leads 151
World Trade Publications 181

commercial bank agrees to carry or resell the later maturities on which the Eximbank will issue a comprehensive guarantee including both the political and the credit risks.

If, on the other hand, the commercial bank elects to ask us to carry the later maturities, then no political risk guarantee will be offered on the early ones. It is our purpose, through the offering of these guarantees, to make commercial bank participation more attractive. It follows that this will result in both an increase in commercial bank participation and a decrease in the volume of direct financial participation on the part of the Export-Import Bank. Moreover, if the commercial bank determines to take all maturities under our guarantees and wishes at any time to sell the paper which it is holding, our guarantees are assignable, the only restriction being that in respect of the early maturities on which the credit risk is taken by the originating commercial bank it must offer recourse on one-half of such early maturities.

The amount of cash payments to be made to the exporter by the foreign buyer in connection with medium-term credits also has been under review. This is a point which is basic alike to export credit insurance, non-recourse financing by banks, and exporter credits granted directly by Eximbank. The 20% cash payment formerly required of the foreign buyer has now become more flexible and may be reduced in appropriate cases to as little as 10 percent. This step was taken to allow U.S. exporters to offer terms which in this respect are as advantageous as those sometimes offered by foreign exporters with the support of their governments.

Seminars Conducted in Washington

We are trying to make this program known in the commercial banking world on as wide a scale as possible. In addition to press releases and the sending of technical instructions to commercial banks, we are holding seminars at Eximbank in Washington for your foreign department personnel. These conferences should be of great educational value both to the people who will actually process the paper in the commercial banks and those concerned at Eximbank. At them, "give and take" discussion is the order of the day, and the first meetings have been most successful. It is of interest, I think, to report that since President Kennedy made the initial announcement of the new Bank guarantee program on October 27 nearly *30* non-recourse participations by commercial banks have been approved by Eximbank.

The second new major program of Eximbank, as I mentioned, is in the area of direct export credit insurance to exporters. Since the spring of 1960, Eximbank had provided political risk insurance on short-term export transactions. But U.S. exporters, with varying degrees of heat, had been calling for a comprehensive insurance plan which would cover both political and credit risks, and which would include the medium-term field as well as the short-term. A great deal of our energy has been addressed to meeting this demand during the past year.

We concluded that if comprehensive political and credit risk insurance was to be offered in this country, then, both in accordance with our mandate from the Congress and our own desires, we should do our utmost to bring in the private insurance companies and certainly to avoid competition with them.

It took us a bit of time to persuade those companies that this is a field into which they should enter, but once we were successful in so doing we have had a very full measure of cooperation. We explored throughout the spring and all last summer, through studies and frequent negotiation, and with the aid of consultants from outside the Bank, the possibility of creating an association of private insurance companies who would be prepared to issue a comprehensive policy to interested exporters. We now have an agreement with a considerable number of the leading insurance companies of this country under the terms of which Eximbank will underwrite 100% of the political risk and the credit or commercial risks will be shared between the insurance association and our Bank. We hope that the time will come in the not too distant future when the private insurance companies will be prepared to take for their own account the whole of the credit risk.

President Kennedy, on October 27, announced that the Export-Import Bank would soon inaugurate such a program. Initially, 20 private U.S. insurance companies formed the Foreign Credit Insurance Association. They are engaged in casualty, property, and marine insurance. At the present time 35 additional companies have joined the Association, making a total of 55.

The FCIA has entered into a partnership with Eximbank for the issuance of comprehensive export insurance policies to U.S. exporters. This plan accomplishes two important things in addition to the issuance of policies. It brings about desirable private participation, and we believe it will solve a mechanical problem of issue. Since insurance agents and brokers throughout the country will be placed in a position to accept applications for insurance policies at or near the exporters' places of business, it will not be necessary for exporters to negotiate the policies with us in Washington. You will appreciate that the task of preparation and installation of this system, as well as the gathering of staff, is one of considerable magnitude. Nevertheless, we believe that the Foreign Credit Insur-

(See Eximbank, page 169)

Field Office Managers Convene in Washington

THE U.S. balance of payments problem was a principal topic of the week-long conference of U.S. Department of Commerce Field Office Managers in Washington this week.

Secretary Luther H. Hodges and Under Secretary Edward Gudeman in their welcoming talks declared that the managers, assigned to Field Offices across the United States, including Honolulu, can render invaluable help to the President's export expansion program.

Under Secretary Gudeman further asserted that the Department's emphasis on the need for increased exports was occasioned by the potentially precarious situation of our balance of payments. He reported that the $2.1-billion deficit in 1961 represented an improvement over the deficit of 1960 but pointed out that considerably more progress has to be made if the danger is to be removed. He said that the only way to overcome the deficit is to increase U.S. exports, now amounting to approximately $20 billion annually.

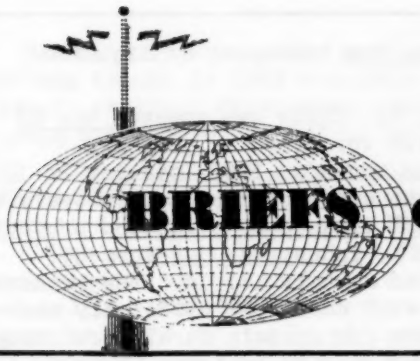
Mr. Gudeman declared that only one-third of the products imported into the United States last year are competitive with U.S. goods. U.S. firms are cutting down the cost advantage enjoyed by foreign firms, thus paving the way for sharply accelerated sales overseas, he continued, adding that the President's proposed trade legislation will provide for trade adjustments to protect U.S. industries and workers who are really hurt by imports. He urged Field Office Managers to familiarize themselves with the provisions and purposes of the proposed legislation so to be in a better position to interpret and explain it to business and the public.

Roy L. Morgan, Director of the Department's Office of Field Services, presided in the discussions.

Among the other speakers were Under Secretary of Transportation Clarence D. Martin, Jr.; Assistant Secretary for Administration and Public Affairs William Ruder (by recording); Assistant Secretary for International Affairs Jack N. Behrman; Herbert W. Klotz, deputy to Secretary Hodges; David Ladd, Commissioner of Patents; John S. Stillman, Deputy to the Under Secretary; Assistant Secretary for Domestic Affairs Hickman Price, Jr.; Richard M. Scammon, Director of the Bureau of Census; L. Edward Scriven, Director, Bureau of International Business Operations, and others.

Filter-tipped cigarettes made in Thailand went on sale December 15, 1961, for the first time, according to the Foreign Agricultural Service.

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts



BRIEFS ON WORLD COMMERCE

- ARGENTINA.—Trade statistics for first 8 months 1961 reveal deficit of US$229 million. Full year trade deficit may reach $450 million, compared with 1960 deficit of $170 million. Government can be expected to make new efforts to restrict nonessential imports and stimulate agricultural production for export.

  State Oil Agency YPF signed major contracts, said to total US$150 million, with Italian state petroleum group ENI for petroleum exploitation in South Flank area and construction of a refinery. An agreement, subject to final approval by executive powers, was signed between YPF and French state oil agency for an $80 million petroleum exploitation investment by latter in Santa Cruz/Chubut area.

  Official cost of living index in Buenos Aires increased 3.1% in December, bringing increase for year to 18.8% compared with 12.1% for 1960.

  Decree No. 106 of January 5, 1962, prohibits imports of sheep and cattle from countries where blue tongue disease is known to exist.

  Import surcharge on polystyrene in liquid form has been reduced from 150% to 40%. Products covered by this measure comprise special types of coatings and surface finishers not produced in Argentina.

- BELGIUM.—Exports first 11 months 1961 totaled 179,092 million francs, up from 171,128 for same period 1960. Trade missions planned to Brazil, Tunis, Libya, and Japan.

  Bill being readied for Parliament to extend scope of Office du Ducroire permitting export credits for longer than 5 years.

- BRAZIL.—A Regional Economic Development Bank and a Regional Development Council have been instituted for the three southernmost Brazilian States of Rio Grande do Sul, Santa Catarina, and Parana.

  Recent industrial developments include Inter-American Development Bank loan of $615,000 for Industria Brasileira de Equipamentos, S.A., BRASQUIP, to install in State of Bahia a plant to manufacture petroleum drilling equipment under license from Hughes Tool Co. of Houston. . . . Brazilian National Economic Development Bank guaranteed financing of 7.7 billion lira by Italian firm Grupo Industria Electro-Meccaniche per Impianti a l'Estero for construction of a 66,000-kw. thermoelectric power station at Alegrete, Rio Grande do Sul, for Comissao Estadual de Energia Eletrica.

  Companhia Siderurgica Nacional announced a 1.4-million-ton steel production goal for 1963 and that a third blast furnace will be installed at Volta Redonda, raising its annual production to 2.5 million tons by 1967. . . . Government of Brazil has been authorized to subscribe stock to value of 1 million cruzeiros in Acos Finos Piratini, being formed by Rio Grande do Sul State Government for production of fine steels; mill will use coal produced in that State.

  Estaleiros Verolme shipyard, at Jacuacanga, near Angra dos Reis in State of Rio de Janeiro, has launched a 10,500-ton cargo ship which is claimed to be largest ship yet built in Latin America.

  National petroleum monopoly, PETROBRAS, announced the order from Japan of

three 23,900-ton tankers, to cost $6.2 million, for transport of liquefied petroleum gas.

- CHILE.—To promote improvement of livestock quality, Chile has removed the 5% import surcharge on thoroughbred cattle imported for breeding purposes.

  Government has authorized State Bank to issue bonds in 1962 totaling 10 million escudos (US$9.5 million) at 10% interest and amortized cumulatively at 6% annually. Fifty percent of bonds issued will finance construction projects, 30% for agricultural projects, and remaining 20%, industrial development.

  A dual foreign exchange market was established January 16. A "free bankers market" (official rate of 1.053 escudos=US$1) will encompass officially sanctioned imports, contingent invisibles, and funds for certain foreign currency debts, while the "brokers market" (free rate) presumably includes investments from abroad made with approval of Chilean Government as well as travelers' expenses and luxury imports into free port of Arica.

- COLOMBIA.—Empresa Nacional de Telecomunicaciones (National Telecommunications Corp.) announced a budget of about $11 million for 1962. Of this amount 40% is destined for new buildings, machinery and equipment, telegraph and Telex services, and radio communications.

  New minimum wage rates went into effect on January 1, ranging from 3.40 to 7.30 pesos a day (6.70 pesos=US$1).

  A new credit organization to finance agriculture and industrial development—the Corporación Financiero de Desarrollo Industrial y Agropecuario—is being formed. It will have an authorized capital of 20 million pesos.

- DOMINICAN REPUBLIC.—Fertilizers, insecticides, weed killers, fungicides, rat poisons, and the like now are subject to a single tax of 10% ad valorem f.o.b. the Dominican Republic port. No other charges or taxes will be applied.

  Previous progressive percentage taxes on exports of sugar, molasses, and syrup have been replaced by a 50% tax on net profits.

- ECUADOR.—Government has been working extensively on revision of Ecuadoran tariff structure and public announcement of revisions expected soon. A major area of conflict in current discussions revolves around treatment of industrial raw materials as opposed to finished products. Consideration also has been given to reduction of duties on a number of items that make contraband business profitable.

- GERMANY, FEDERAL REPUBLIC OF.—Goodyear Tire & Rubber Co. has acquired entire capital stock of Gummiwerke Fulda, German rubber-products concern at Fulda to manufacture Goodyear products. Hitherto, Goodyear had neither production facilities nor licensing arrangements in Germany, but sold through Continental-Gummiwerke AG, a German tire manufacturer.

- INDIA.—Government has set import quota of 200,000 bales (400 lb. each) of raw cotton, staple length 1-1/16 inches and above, from any area. Licenses will be valid for shipments made from July 1 through October 31, 1962.

  Government has set export quota of 20,000 metric tons of handpicked selected peanut kernels for shipment through December 31, 1962. This is in addition to 10,000 tons announced in August 1961 for export through June 1962. All categories of shippers are eligible to receive export licenses.

  Joint venture of Dunlop Rubber Co. and T. V. Sundaram Iyengar & Sons, India, will produce 210,000 wheels for commercial vehicles annually. . . . Two British firms to provide 51% of $1.8 million equity capital for new joint venture with two Indian firms to manufacture 100,000 passenger car wheels and 50,000 commercial vehicle wheels annually.

- INDONESIA.—On basis of 1961 census, population officially stated to be 96 million persons as of Jan. 1, 1962, making Indonesia fifth largest nation in world.

PAMOS, Sulawesi's only auto assembly plant, which assembled about 75 Holden pickup trucks in 1960 and 1961, will be expanding facilities via loan from area's regional development bank. Company plans to assemble Japanese Nissan jeeps and Chevrolet, G.M.C., and International trucks.

- IRAQ.—Soviet experts have completed survey of the proposed 100-mile long Kirkuk-Salaimaniya railroad under terms of 1959 economic assistance agreement. Project, expected to be completed by 1963, will cost about $56 million.

  Under a recent contract of $565,000, a Soviet firm will continue its geological mineral survey in Iraq initiated in April 1960. Hitherto unknown deposits of sulfur, phosphate, porcelain clay, lead, zinc, copper, and manganese have come to light as result of initial Soviet survey.

  Agreement has been signed with U.S.S.R. for supply of Soviet machinery and equipment for steel mill project in northern Iraq, to cost about $28 million. Plant, expected to be completed by 1965, will produce about 100,000 tons of steel products and 10,000 tons of iron pipes annually.

- ISRAEL.—Phosphate exports in 1961 rose by 30% over previous year to 123,000 metric tons worth $1 million and are expected to increase by at least another 50% in 1962. This figure includes sales of 55,000 tons to Hungary and 32,000 tons to Japan.

  Israel and Hungary will exchange goods worth $3.57 million under a trade agreement signed on December 19, 1961.

- ITALY.—Work has started on a plant near Palermo for assembly of Willys Jeeps by Willys Mediterranea, S.p.A. Production slated to begin March 1962 with initial output of 5 vehicles a day.

- JAPAN.—The spinning industry has made one of the heaviest production cuts of the postwar period. (See article in Commodity News department, p. 182, of this issue.)

  Preliminary December figures show exports valued at $483 million and imports $539.3 million, increases of $124.9 million and $35.8 million, respectively, from revised figures for previous month.

- MALAYA, FEDERATION OF.—First shipment of an order of 96 tractors and earthmoving equipment worth US$2 million, ordered by Federation Government, recently arrived in the country. This is largest single order ever placed by Federation Government. Most of the machines will be used in rural and urban areas for construction and agricultural purposes.

- MEXICO.—Radio Corporation of America is organizing a consortium of electronic firms with U.S.-Mexican capital, including RCA Victor Mexicana S.A., and expects to produce electronic parts not previously manufactured in Mexico. RCA will supply technical skills and patent rights.

  The Philips Company of the Netherlands established a Mexican firm with $10 million capital to manufacture electronic equipment. Majority control will be Mexican. In addition to its present production of radio and television equipment, it will manufacture highly specialized apparatus and parts for industry, transportation systems, and military use.

  General Time Corp. has made agreement with Industria Mexicana Relojera, S.A. to manufacture Westclox watches and alarm clocks. A plant is under construction in Toluca; production will commence by mid-1962. H. Steele & Cia., representative of General Time, will handle distribution.

- NETHERLANDS.—First Chamber approved Government's fiscal program for the current Parliamentary session. The Chamber passed bills reducing income tax rates as of July 1, 1962, imposing a special import levy on certain mineral oil imports, establishing a corporate profit tax rate of 42%-45% as of Jan. 1, 1963, and allowing special income tax deductions for earnings of married women.

- NORWAY.—New 3-year bilateral trade agreement with U.S.S.R., signed in Moscow on

December 19, 1961, calls for increased trade between the two countries which in last 3-year period which ended December 31, 1961, amounted to 100 million crowns annually in each direction (1 Norwegian crown=US$0.141). Principal Norwegian exports will continue to be hardened fats, fish, and steel. A new category of products in the trade will be Norwegian machinery and equipment. U.S.S.R. exports to Norway will include mainly grain, manganese and chrome ore, phosphate, and petroleum products.

Government decided on December 15, 1961, to reinstate price controls on all commodities which have been sold at prices "suggested" by producers and certain organizations. Prices of these commodities now frozen at "suggested" prices prevailing on November 15, 1961, and may not be raised without permission of Price Directorate.

Norway's population increased by some 30,000 in 1961 to reach a total of 3,626,000, of which 482,000 reside in Oslo.

- PERU.—Specific import duty on grated coconut (Tariff item No. 173) raised from 1 to 3 soles effective March 20, 1962 (1 sol=US$0.035). As of this date, total effective import duties will be 9 soles per gross kilogram plus 15.917% on the c.i.f. value.

- RHODESIA AND NYASALAND, FEDERATION OF.—Temporary exchange control measures introduced in February 1961 are to remain in force for 1 more year, to February 28, 1963. Travel allowances and emigration allowances have been increased.

- SWEDEN.—Production of pig iron in first 3 quarters of 1961 totaled 1,263,000 metric tons, compared with 1,067,000 metric tons in corresponding 1960 period.

  Population of Sweden as of January 1, 1962, is reported at 7,543,000, an increase of 45,000 for the year 1961. Stockholm's population is reported at 806,900 (Greater Stockholm 1,167,211), Goteborg reports 408,436, and Malmo, Sweden's third largest city, 233,370.

- TUNISIA.—Construction at Bizerte of country's first oil refinery to begin early 1962 by Societe Tuniso-Italienne de Raffinage (STIR), owned jointly by Tunisian Government and Italian State petroleum group ENI. Cost will be about $20 million.

  A 3-year trade and payment agreement has been signed with Bulgaria, first such long-term agreement made by Tunisia. Exports from Tunisia to include citrus fruits, phosphates, iron ore, lead, wool, canned foods, and shoes. Tunisia will import chemical products, agricultural machines, concentrated milk, tobacco, and other items. Total volume of trade not yet known. Technical cooperation agreement also signed.

- UNITED ARAB REPUBLIC (EGYPT).—Government has announced that foreign-owned agricultural land will be nationalized, indemnity to take form of negotiable 15-year State bonds bearing 4% interest. Some 2,614 foreign nationals, owning 150,000 acres, will be affected.

  To encourage investment by small producers and craftsmen, who constitute core of new society in Egypt, Government plans to introduce policy of easing credit terms.

  Egypt will establish new customs tariffs on many imports the latter part of January. The new decrees will classify imports in three categories: (1) Items of prime importance, including foodstuffs, pharmaceuticals, and raw materials for local industry; (2) semiprocessed goods; and (3) fully manufactured goods. These categories will be subdivided into luxury and essential articles. Category (1) reportedly will carry lower tariffs than previously, while higher duties will be levied on categories (2) and (3).

Ecuador Seeks Highway Construction Equipment

Bids are invited by the Provincial Council of Tungurahua, Ambato, Ecuador, for the following highway construction equipment:

Two wheel-type tractors, each having a minimum of 52 hp.; bulldozer hydraulic system; front, rear, and radiator lights; and crankcase guard. One tractor is to be fitted with a winch for moving heavy objects.

Two road graders, each having a minimum of 110 hp. and 12-foot blades, and each to be fitted with scraper and mounted with cab.

Two tilt-type trucks, each having a 6-ton capacity, 3-cu.-yd.-capacity body, a diesel or gasoline-powered motor, and 10-ply pneumatic tires.

Two tilt-type trucks, each having an 8-ton capacity; 5-cu.-yd.-capacity body; a diesel or gasoline-powered motor; and 10-ply, cleated rear tires.

Two trucks, each having a 1½-ton capacity, 4-wheel drive, double transmission, gasoline motor, and winches mounted on forepart.

One truck chassis having an 8-ton capacity; a diesel or gasoline-powered motor; and 10-ply, cleated rear tires.

One road roller having a 3-wheeled roller, variable weight capacity of 8 to 10 tons, diesel motor with minimum of 70 hp. and two-speed transmission with torsion converter to work steep grades.

Tenders must indicate that replacement parts are available for the equipment ordered and adequate maintenance services are available.

Prices quoted must be fixed and include delivery to Ambato.

Bidders are to enclose with offers a certified check payable to "Tesorero del H. Consejo Provincial de Tungurahua" in an amount equivalent to 5% of the total value of the bid.

It is understood that bids may be accepted in total or in part, as determined by the Provincial Council. Sealed bids must be submitted at the office of the Secretario del H. Consejo Provincial de Tungurahua, Ambato, on or before Feb. 2.

The Provincial Council preserves the right to declare the competition terminated should none of the offers be to its satisfaction.

Additional information regarding specifications and other details may be obtained from the Secretary of the Provincial Council.

U.S. exports of tobacco products in November 1961 were valued at $9.8 million, the same as in November 1960, the Bureau of the Census reports.

Foreign Governments Seek Lanterns, Road Scrapers, Clocks, Other Items

SEVERAL foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers.

Bidding instructions, specifications, and other pertinent data are available for review on loan from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Argentina

Bid deadline for **construction of Route 12** in province of Corrientes extended from Jan. 22 to Feb. 9. (See FCW, Dec. 25, 1961, p. 20.)

Australia

High frequency **testing equipment** (coaxial hybrid junctions, coaxial tuners, UHF signal generators, UHF power oscillators); March 22. Controller, Stores & Contracts, Postmaster General's Department, 114 Russell St., Melbourne, C.1. Schedule C. 8838.★

British West Indies

Bid deadline for supply of **steel pipes and specials** extended from March 31 to May 12. Specifications available until Jan. 31. (See FCW, Jan. 22, p. 108.)

Greece

Dental equipment (forceps, scalpels, mirrors, amalgam pluggers) estimated value $6,160; Feb. 14. Social Insurance Institute, 8 Aghiou Constantinou St., Athens.★

Tractor-drawn **road scrapers,** 16, estimated value $140,000; Feb. 19. Ministry of Agriculture, Land Reclamation Service, 60 Kolokotroni St., Athens.★

Total of 27,000 metric tons of **steam coal;** Feb. 20. State Purchases Directorate B', 50 Socratous St., Athens.★

Electric power distribution pillars, 30, estimated value $5,000; Feb. 10. Public Power Corp., 30 Chalkokondyli St., Athens.★

Total of 30 metric tons of **water softener,** for use in locomotive boilers, estimated value $13,350; Feb. 13. Supply of **equipment and material** required for improvement of existing **telephone installations** of Ericsson type ATA-60 train dispatching system. Greek State Railways, 34 Themistocleous St., Athens.★

Guinea

Price quotations requested for 40,000 tons of **caustic soda.** Quote c. and f. Conakry. National Company for the Import of Miscellaneous Merchandise (DIVERMA), Conakry.

India

Telecommunications cable and accessories, 200 km.; Feb. 20. Director General of Supplies and Disposals, N.I.C. Bldg., Parliament St., New Delhi. Tender P/SE3/7204-M/1, available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., for $2.10, not refundable.

Iran

Total of 31,788 bobbins of paper-backed **aluminum foil;** March 12. Iranian Tobacco Monopoly, Tehran.★

Iraq

Sewerage water carrying truck; Feb. 18. Specifications and tender documents available from Secretary, Central Foreign Purchasing Board, Ministry of Finance, Baghdad, for 1 dinar ($2.80), plus postage.

New Zealand

Supply and delivery of five 3-phase 220-kv. **circuit breakers** for Otahuhu Power Substation; April 17. New Zealand Electricity Department, Wellington.★

Pakistan

Supply of **steel pieces** and other items

(See Governments, page 156)

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2277 in Washington.

India

Capstan lathe, swing under overhead support bar 9 in., swing over cross slide 7⅝ in., diameter of hole through spindle 1 11/16 in., maximum diameter admitted by draw-in chuck 1¼ in., workable stroke of capstan 6 in., with accessories. Delivered at Bangalore. Loan 144; worldwide. Ref. NSIC/HP/2M–2170(3)/60. Feb. 19.

Wax injection press Model F.S.I.W.P., **sand-blasting machine, graphite resistor furnace, milling drilling machine, electric ceramic molding furnace, drying oven** Model WEH, **cutting-off machine, chemical analysis apparatus, abrasive band machine.** Loan 144; worldwide. Ref. NSIC/HP/2D–1920/61. Delivered at Delhi. Feb. 14.

Bids for all above items invited by The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi.★

Precision cold rolled-alloy **steel strips** and alloy **steel wire** above 14 gage for manufacture of bicycle chain parts, 33 mt. Loan 159; **U.S. source.** IL#SID/IL/C/DW/Apr.–Sept. 61/3171. Feb. 19. S. K. Agencies Private, Ltd., Aligarh, U.P. India.★

Stainless-steel sheets 18/8 nonmagnetic in 316 quantity: 9½ x 120 in. x 12g., 1½ tons; 11½ x 120 in. x 12g., ¾ tons; 25½ x 120 in. x 12g., ¾ tons; 39 x 120 in. x 12g., 3 tons; 48 x 126 in. x 14g., ½ ton; 36 x 96 in. x 16g., 6 tons; 36 x 96 in. x 20g., ⅜ ton; 19⅝ x 120 in. x 10g., ¾ ton. Total 15 tons. Loan 159; **U.S. source.** IL#BOM/IL/C/TEX/MATI/2814/4264/AS-61. Feb. 15. T. Maneklal Manufacturing Co., Ltd., Vaswani Mansions, Dinshaw Vachha Rd., Bombay 1.

Tubing plant based on 90 mm. extruder for processing thermoplastics; **plastic tube monitor** Model 3; **detector heads,** 5120, AB.C.D.E.R.G., 7; 1 hp. Tachecontrolled electric adjustable speed drive with screen protected feet molding motor complete. Delivered at Bombay. Ref. NSIC/HP/2B–2351/61. Automatic **ampoule-making machine** type U3, with 16 working heads, for production of ampoules made from glass of normal production length with working range for glass tubes of 6, 4–26 mm.; automatic rotating **vial-making machine,** type RP, with 12 working heads for full automatic production of vials of all kinds with various neck shapes made from glass tubes of original length with diameters of 13–30 mm. Delivered at Vileparie West Bombay. NSIC/HP/2B–2348/61. Loan 144; worldwide. Feb. 19.

Scalped electrolytic **copper wire bar,** as per ASTM Specification B 5–43 or latest edition, required by Hindustan Cables, Ltd., Burdwan, 1700 m./tons. **U.S. source.** Tender S/79/DLF/HCL. Feb. 14. The India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., where tender papers may be obtained free of charge.

False twist **crimping machinery** for processing filament nylon yarn into stretch nylon yarn of about 240 spindles, heavy duty construction, capable of high speeds up to nearly 100,000 r.p.m. with heavy duty bearings. Loan 157; **U.S. source.** IL#991534/61/HQ–CG. Ref. 41(616)/61–AID. Feb. 19. Nehru Hosiery Mills, Basti Harphool Singh, Delhi 6. Cable Address: NUHRUFINE, Delhi.★

Crankshaft grinder range 18 in. swing over table, workhead 40, 60, 80 r.p.m. dial infeed calibrated to .001 in. coolant dual sack mounted in base wheel drive motor 3 hp., work drive motor ½ hp., coolant pump motor 1/10 hp. all work on 400/440 v., 50 c., 3 ph. d.c. supply, complete with standard accessories and the following: Arnold gage, 2 wheel mounts, 1¼ in. grinding wheel, side dresser, wheel balancer, set of 4 foundation pads, steady rest, 1½ in. grinding wheel, cluster for side dresser. Loan 157; **U.S. source.** IL#EI/GL/MTC/140/DLF/361. Ref. 41(326)/61–AID. Feb. 15. Central Automobiles Private, Ltd., Laxmi Bhuvan, 466 Sandhurst Rd., Bombay 4.

Traxcavator, 60 in. gage, powered by four c., turbocharged diesel engine, 100 hp. (flywheel) with gasoline starting engine, including 12 v. electric starter, blower fan, crankcase guard, hood side doors, power shaft transmission, 15 in. triple grouser track; 60 in. wide quarry bucket, 1¾ cu. yard capacity, including 8 welded type teeth; angling blade bulldozer with standard accessories. Loan 157; **U.S. source.** IL#995423/DLF.157/60/CG. Ref. 41(31)/61–AID. Feb. 15. Madras Cements, Ltd., Ramamandiram, Rajapalaiyam.

Glassmaking machines; Lehr and equipment; feeder equipment; spares for glassmaking machines; precise **weighing machines; air compressors and spares; silk screen printing machines, spares,** and **equipment.** Loan 157; **U.S. source.** IL#995381/DLF.157/60/HQ/CCI/CG.III. Ref. 41(42)/61–AID. Feb. 15. Shree Durga Glass Works, Barang, Cuttack, Orissa. Cable address: DURGAGLASS, Cuttack.

Spring steel wire, 120 M/tons. Loan 159; **U.S. source.** IL#SID/IL/C/DW/Oct. 60–Mar. 61/1529. Feb. 19. Standard & Co., P.O. Box 249, Kanpur.

Israel

MNT **pumping station,** electric motor. Specification H.T.M. 7878. Loan 126; **U.S. source.** Subauthorization 3134T. Feb. 8. **Caterpillar,** or equal, no. 12 motor grader, ser. E, with gasoline-starting engine 3D–636. Loan 214; **U.S. source.** Subauthorization I/L 1751742. Feb. 5.

Clarks, or equal, **power sweepers** model CBD–36, equipped with 15 hp. water-cooled, 4-cylinder continental engines, 4; side brooms, R.H. mounted, 4; side brooms, L. H. mounted, 4; spark-arresting mufflers, 4; main broom brushes, 128, 8 sets; side broom brushes, 16, 8 sets; dust bags, standard, 4. Loan 214; **U.S. source.** Subauthorization 790/1/61. Feb. 13.

Caterpillar, or equal, 955 Traxcavator, ser. E, with general purpose bucket and electric starting system, 4M–7537, 2; side dump bucket, 3K–7323; hydraulic system, 3K–5194; bucket teeth, 2K–4819; extension, 3K–6732 and 3K–9563; counterweight, 3K–8590; hook, 3B–2665; lighting system, 3K–4711 and radiator core, 5M–4021. Loan 214; **U.S. source.** Subauthorization 790/1/51 and 790/1/28. Feb. 13.

Austin-Western, or equal, **tandem rollers,** 2, 10–14 tons, equipped with double plate clutches, electric starter, hydraulic steer, torque converter, 4-speed transmission; sprinkler system; engine diesel 2–71–GMC; electric lights, hour meter; A-W standard red color. Loan 214; **U.S. source.** Subauthorization 790/1/60. Feb. 13.

Two Blaw Knox, or equal, type TM800, 8 cu. yd. Bukaneer **truck mixer** with takeoff drive and fitted with following optional equipment: 320-gallon 2-compartment steel water tank with syphon measurement, front water entry, drum closure door with pivoting charging hopper, quick opening drum hatch, ball type drum guards (both sides), wheels mounted on type B61S, Mack diesel truck chassis. Loan 214; **U.S. source.** Subauthorization 790/1/59. Feb. 8.

Bids invited for all above items by Government of Israel Supply Mission, 850 Third Avenue, New York 22, N.Y.

Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by May. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

Taiwan

Spare parts for diesel truck model 6TWS-13(UD6). Loan 47; worldwide. Credit amount $5,692.66. Feb. 12. Chia Hsin Cement Corp., 24 Chung Shan Rd. N., sec. 2, Taipei.★

Yugoslavia

Air compressors, pneumatic rock drills; loaders, diesel engine driven; **bulldozers,** crawler mounted, diesel engine; **calfdozers,** diesel engine driven, crawler mounted; **steel liner plates** for concrete works on dam; **telescopic steel liner plates** for concrete lining of tunnel 600 m. in diameter, with transport carriages and concrete trains; **pervibrators** for concrete works, pneumatic or electric driven, 50–100 mm. in diameter; parts of transshipment **station** for bulk cement, with implements for pneumatic loading and unloading, pumps and accessories; **dumpers** and **dump trucks; concrete mixer,** diesel engine driven, for mounting on dumper, capacity 2-3 m.3; personal **terrain cars;** complete **crushing plant,** capacity 35–40 m.3/h, maximum size of product 60 mm.; **stone mills,** electric engine driven, capacity 5–10 m.3/h; complete tower concrete **mixing plant,** capacity 35–40 m.3/h; automatic **weight batchers** for bulk cement, weighing ability 150 kg.; **wagon drills,** pneumatic driven, with accessories, hole in diameter to 102 mm.; **stationary drills,** electric engine driven, with accessories, hole in diameter to 102 mm.; **injectors** for grouting works, electric engine driven with accessories; **inclinators** for measuring inclination into drilled holes; automatic recording **manometers** for measuring and recording materials during grouting works; **television apparatus** for recording and control of drilled holes; diamond **drill bits** and **accessories; hoist** for machine repairs; Universal vertical **milling machine;** vertical **planing machine;** ultrasonic **concrete-testing apparatus; surveying instruments;** hydraulic **measuring instruments; apparatus** for electrical copying of designs; **electrical machines** for statics estimating. Loan 85; worldwide (ICA Code 899). Ref. 10–899/vv. Feb. 26. Jugolektro, Knez Mihajlova 33, Beograd, where quotations are to be sent in 4 copies with appropriate leaflets. Other technical information may be obtained from representative of Jugoelektro: Interprogress Trading Corp., 501 Fifth Ave., New York 17, N.Y. When requesting further information, give cable address and full address.★

Equipment for 130 mw. **thermal plant** Kosovo II: boiler controls, meters, indicating instruments. (All equipment should comply with NEMA, ASME, ASTM, and ASA standards.) Loan 173; **U.S. source.** Feb. 19. Invest Import, Terazije 5, Beograd. For specifications and further information contact Metalchemical Corp., 500 Fifth Ave., New York 36, N.Y.

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

A list of proposed building projects announced in 1961 is available on loan from the above-mentioned address.

BOLIVIA—Studies concluded for new **highway** from La Paz to El Alto (FCW, Aug. 7, 1961, p. 16) by Ministry of Public Works. Details of bid invitations not available.

COSTA RICA—Caja Costarricense de Seguro Social (Social Security Fund) of Costa Rica soon to construct modern 588-bed **hospital** in San José. Agency considering requirements for mobile and fixed equipment and is interested in receiving catalogs, proposals, and other information from foreign and local suppliers. List available of equipment needed and persons to be contacted.★

HONG KONG—Stanley Ho syndicate, Hong Kong, has plans to expand operations into HK$60 million (HK$5.72=$1) **casino-hotel-helicopter-ferry enterprise.**

IRAQ—Appropriation of 600,000 dinars (1 dinar=$2.80) by Economic Planning Board to pave way for construction of **Atomic Medical Center** as wing of Salaam Hospital. Construction postponed through decision to relocate new building.

ISRAEL—Ministry of Transport has announced that bids soon to be invited for **construction works** at Eiliat Port during fiscal 1962–63.

ITALY—Pennitalia S.p.A., subsidiary of Pittsburgh Plate Glass Co., 1 Gateway Center, Pittsburgh 22, Pa., will construct **plate glass factory** in Salerno.

MEXICO—Bus lines operating through Monterrey considering plans to build central passenger **bus terminal** in Monterrey. Architectural designs and construction bids to be requested soon, presumably from local firms. Manufacturers of unusual equipment used in modern structures encouraged to send catalogs and price quotations to Señor Generoso Cantu, Central de Autobuses de Monterrey, S.A. de C.V., Edificio Santos 211, Avenidas Madero y Carranza, Monterrey N.L.

NETHERLANDS—Kawecki Chemical Co., County Line Rd., Boyertown, Pa., and N.V. Billiton Maatschappij, 19 Louis Couperusplein, The Hague, Netherlands, to construct **plant** to manufacture tantalum and niobium sheet and foil and tantalum anods. Plant location to be Arnhem.

Chocolate and candy plant, entailing investment of 11 million guilders to be set up at Veghel, North Brabant, by Food Manufacturers, Inc., High St., Hackettstown, N.J.

PARAGUAY—Ministry of Public Works, Asunción, planning series of **public work developments** for several years including construction of buildings for Government agencies. Other projects cover sanitation, flood control, river navigation, and construction of port facilities.

Asunción has announced plans to construct 800 low-cost **houses, civic center,** and **school** in Asunción.

PERU—Lima Provincial Council studying proposals by Compost Engineering, London, to install **plant** to make fertilizer out of garbage.

PORTUGAL—Municipality of Lisbon planning to finance construction of 1,240 **housing units** in 1962 for $24.5 million. Materials to be furnished by domestic sources.

REPUBLIC OF SOUTH AFRICA—Vanderbijl Engineering Corp., Ltd., Vanderbijl Park, N.W. 7, P.O. Box 8, Transvaal, South Africa, to extend capacity of **plant** at Vanderbijl Park over next 2 years at cost of 2.3 million rand (1 rand =$1.40).

SPAIN—Ministry of Public Works, Bilbao Division, has prepared a study for **enlargement and improvement of port of Bilbao.** The 630-million-peseta (60 pesetas=$1) project would include new breakwater and be carried out over 20-year period.

SUDAN—Government decreed that more **storage facilities** for cotton and cotton seed to be erected. Financing to be provided by Agricultural Bank of Sudan.

SWEDEN—Swedish Water Power Board planning third enlargement of underground **thermal power station** at

(See Construction, page 155)

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D. C.

Argentina: Contract for construction of dam on Sali River was signed with English Electric Co. and Richard Costain, Ltd., 111 Westminister Bridge Rd., London S.E.1., England.

Australia: New South Wales Department of Public Works announced award of contract to deepen Newcastle Harbor to group composed of S. Haunstrup & Co. Pty., Ltd., of Victoria, Dredging Industries of New South Wales, and J. H. Pomeroy Co., Inc., 755 Sansome St., San Francisco 11, Calif. Total amount of bid was £1,927,314 ($4,336,456).

Canada: Bids have been received by British Columbia Ferry Toll Authority for propulsion equipment for two new ferries. List available.★

Ceylon: Contract awards have been announced by the Government for chemicals and agricultural products. List of recipient firms available.★

Colombia: Empresa Nacional de Telecommunicaciones, Bogotá, will use its 1962 budget of 100 million pesos ($11 million) for new **buildings, machinery and equipment, telegraph and Telex services, and radio communications.**

Ghana: Eight contracts awarded for connection **supply equipment** and construction of **transmission lines** for Volta River Authority, Accra.★

Iraq: Contract for construction of first stage of Baghdad University project has been awarded to Habeer and Fahd Jaibaji Brothers Co., 501 Alwiyah, Baghdad. (FCW, Nov. 6, 1961, p. 10.) Cost estimated at 1.5 million dinars ($4.2 million).

Israel: Dead Sea Works, Ltd., P.O. Box 75, Beersheba, has received prequalification data for the Dead Sea potash project. (FCW, June 5, 1961, p. 10; July 24, 1961, p. 21; Dec. 25, 1961, p. 12.) Qualified U.S. firms are Construction Aggregates Corp., Chicago; Guy F. Atkinson Co., San Francisco; Kaiser Engineers & Contractors, Oakland; and William MacWilliams Industries, Inc., New Orleans.

Liberia: Ministry of Works has awarded contract to Vianini S.p.a., 25 Via della Ferratella, Rome, Italy, to construct road between Neandahun and Pendembu (23 miles) and bridges across Mauwa and Keya Rivers.

Libya: Esso Standard (Libya), Ltd., an affiliate of Esso International, Inc., 60 W. 49th St., New York 20, N.Y., has announced plans for a $50-million **project** to pump sea water through 36 in. pipe from Marsa al-Brega (FCW, June 5, 1961, p. 10) to Esso's Zelten oilfield.

Esso also to construct $25,000-kw. **electric powerplant** and **pumping station** at Marsa al-Brega to move water to the oilfield.

Netherlands: Esso Nederland N.V., Esso Bldg., 7 Benoordenhoutscheweg, The Hague, has named Badger N.V., subsidiary of Badger Manufacturing Co., Cambridge, Mass., principal contractor for 65-million-guilder (1 guilder=$0.276) plant to produce aromatic raw materials. Plant to be located in Botlek area near Rotterdam. (FCW, May 1, 1961, p. 23.)

Peru: National Telephone Co. of Peru has awarded contract for modernization of Piura's telephone system to Albiswerk Zurich AG, 245 Albisriedenstrasse, Zurich, Switzerland. Total cost will be 20 million soles (1 sol=$0.0373).

Republic of South Africa: Phosphate Development Corp. has given order to design, supervise, and erect plant at Phalaborwa to Vanderbijl Engineering Corp., Ltd., Vanderbijl Park, N.W.7, P.O. Box 8, Transvaal, South Africa. Cost set at 2.25 million rand (1 rand=$1.40).

Iran Invites Bids For Diesel Trucks

The Government of Iran has invited bids for the supply and delivery of 50 10-ton diesel trucks.

The Transportation Division, Ministry of Finance, is accepting bids until Feb. 20. Delivery is to be made in Tehran or Khorramshahr within 6 months of the agreement.

The supplier must give a guarantee for the first 20,000 kilometers and for the availability of spare parts for 4 years; he must provide required equipment, including tools, jack, pump, extra tires, and specifications.

A Bank guarantee performance bond amounting to 10% of the contract is required. Payment is to be made by letter of credit in 12 instalments.

Australian exports of butter in the quarter ended Sept. 30, 1961, were up 71%—to more than 30 million pounds, the Foreign Agricultural Service reports.

Worldwide Directory Lists Cotton Dealers, Merchants

The 1962 edition of Skinner's Cotton Trade Directory of the World has been issued by Thomas Skinner & Co., Ltd., London. This is the 37th edition of this international guide to firms dealing in cotton, cotton goods, and allied fibers.

For Great Britain the directory supplies information on raw cotton and cotton waste importers, exporters, and merchants, export packers and shippers, spinners and manufacturers, dyers and finishers, export merchants, warehousemen and merchant converters of piece goods. Special sections cover manmade fibers, linen, flax, jute, tufted textiles, and nonwoven fabrics.

The directory also contains classified lists of more than 10,000 firms in 79 other countries or territories.

Other features include an index of manufacturers and merchants handling nearly 300 different types of fabrics and household textiles, a trademark section identifying over 5,000 brand names, and a guide to sources of machinery and mill supplies.

The directory may be purchased for $15 plus postage from the publisher's branch office at 111 Broadway, New York 6, N.Y. A review copy is available in the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

French NATO Project Open to U.S. Bidders

A project for construction of Toulon drydock has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO). The project is estimated at a cost of over $460,000.

Bidders should register their intentions before Feb. 1 with Monsieur l'Ingeneur General du Genie Maritime, Chef du Service Central des Marches de la DCCAN, 10 rue Sextius Michel, Paris 15eme.

U.S. firms not already certified to participate in NATO work should send a résumé of their qualifications to the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as described in the brochure on the NATO international competitive bidding program, available from that Division.

Indian Bureau of Mines Seeks Mining Equipment

Tenders are invited by the India Supply Mission, 2536 Massachusetts Ave., NW. Washington, D.C., from established U.S. manufacturers for equipment required by the Indian Bureau of Mines, Nagpur. Tender forms, including specifications, may be obtained from the Supply Mission free of cost.

Indicated below are tender inquiry numbers, brief descriptions of the equipment, and closing dates of inquiries.

SE–458/M, portable hoist, (compressed air driven), Mar. 1; SE–459/M, mine-sinking pumps (cell turbine unwatering pumps), Mar. 1; SE–460/M, mining pumps (mono), Mar. 1; SE–461/M, rotogrinder, Mar. 5; SE–462/M, electric dynamo condenser exploder, Mar. 5; SE–463/M, safety detaching hook and winding rope cappel, Mar. 5.

Purchases against these inquiries are restricted to equipment of U.S. origin or manufacture.

Burma Invites Bids For Brick Factory

The Government Tile and Brick Factory Board, Danyigone, Insein, is inviting bids for construction of a brick factory with a capacity of approximately 12 million bricks a year, together with supply and installation of all machinery and equipment.

Tender documents and specifications may be obtained from the Board for $8.40 a set plus postage. Bid deadline is March 31.

Lebanon To Call for Bids For Beirut Port Expansion

Bids will soon be invited by the Government of Lebanon for expansion of the Port of Beirut.

The project includes an 800-meter (0.3048 meter=1 foot) extension to existing masonry breakwater; construction of approximately 2,600 meters of wharves and 1,000-ton hauling slip; banking up of 500,000 square meters of land; and driving piles for silo foundations.

Interested firms should contact before Feb. 15 the Executive Council for Major Projects, Cornice Mazraa, Kanafain Building, Beirut. They should include information on their qualifications, financial structure, experience in similar work, and technical staff.

Bidding documents will be forwarded to qualified firms about March 1. Bids will be opened on May 15.

Construction . . .

(Continued from page 153)

Stenungsund, with total power of about 900 megawatts.

TOGO—Final studies of water depth and bottom conditions being conducted for construction of seaport near Lome. Tenders for $15-million project to be published in February or March. Bidding to be open to U.S. companies. Write to Dr. Lackner-Dr. Krantz-Barth, Lindenstrasse 1A, Bremen-Vegesack, Germany.

NATO Project in Turkey Open to U.S. Bidders

A new project in Turkey, estimated to cost $625,000, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for construction of a petroleum, oil, and lubrication drainage system and related work.

Eligible firms interested in bidding on this project should submit applications on a prescribed form before Feb. 15 to Bayindirlik Bakanligi, Hava Meydanlari ve Akaryakit Tesisleri, Insaat Baskanligi, Ataturk Bulvari 140, Kavaklidere, Ankara. The forms may be requested from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a résumé of their qualifications to the Commerce Department's Business Services Division as described in the brochure on the NATO international competitive bidding program, available from that Division.

Readymade Consumer Goods Sought by Kenya Company

The Chandrakant Brothers, P.O. Box 5175, Nairobi, are interested in consignments of all types of readymade consumer goods. Barter proposals for African curios and carvings are also invited. WTD report of Dec. 29, 1961, is available on this firm.

Canada's exports of unmanufactured tobacco totaled 35.6 million pounds in the first half of 1961, compared with 32.4 million in January-June 1960, the Foreign Agricultural Service reports.

Increased shipments to the United Kingdom, Australia, West Germany, Norway, and Denmark more than offset reduced exports to the United States, the West Indies, Belgium, and The Netherlands.

NATO Project in Norway Opened To U.S. Bidders

A project in Norway, estimated at $280,000, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for supply and delivery of HF radio transmitter and receiver antennas and associated equipment.

Material for the transmitter station should include antennas, transformers, and terminating resistors; coaxial and possibly other cables, connectors; and coaxial feeder exchange.

Material for the receiver station comprises antennas, transformers, terminating resistors; coaxial cables and connectors; coaxial feeder exchange and electronic multicouplers.

Firms interested in bidding should file their intention by Feb. 1 with Norwegian Joint Signals Administration, Postboks 7048, Oslo H., quoting reference 76/62/NJSA/BH/KS/851.32.7 and including information on their qualifications.

U.S. firms not already certified to participate in NATO work should submit a résumé of qualifications to the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as described in the brochure on the NATO international competitive bidding program, available from that Division.

New Singapore Wharf Needs Steel Piling

The Singapore Government, as part of its program to speed up economic development, has begun construction of an industrial area at Jurong.

Included will be an industrial port area with a harbor and an 8,400-foot wharf. During 1962, 100 feet of this wharf and 3,000 feet of retaining structure will be built.

The first phase of construction will require a considerable quantity of steel piling, both sheet and load, combined where necessary with reinforced concrete. All of this will have to be imported, costing between $10 and $13 million over the next few years.

The chief engineer of the Jurong Industrial Development is now seeking consulting engineering services for this project and advice on the type of steel materials to be used and the most effective manner of construction.

Address inquiries to R. A. Sandford, Chief Engineer, Jurong Industrial Development, Economic Development Board, Fullerton Bldg., P.O. Box 2692, Singapore.

Sudan To Ask Bids On Relay Equipment

The Government of the Sudan is planning major additions to its railway equipment and rolling stock over the next 7 years. Total amount to be spent will be about S£13.3 million (S£1=$2.87).

The major part of these purchases, to the value of S£7.7 million, will be made during the next 2 years. It is expected that International tenders for this purpose are expected to be issued shortly.

Among items which will be needed are 77 diesel-electric locomotives, mostly in the 2,000 hp. class; 14 diesel shunting locomotives; 4,000 automatic couplers; 1,000 goods wagons; 240 oil tank wagons; 190 livestock wagons; 150 coaches; 70,000 tons of steel rails; 4,000 tons of building iron and steel; and miscellaneous equipment, including signaling devices, telecommunications equipment, and spare parts.

Invitations to bid on the supply of railway equipment will be published as soon as they are received from Khartoum. However, interested firms may also write to the Controller of Stores, Sudan Government Railways, Atbara, Sudan, for further information.

The willingness of suppliers to provide favorable credit terms will be an important factor influencing the decisions of the Sudanese authorities.

Governments . . .

(Continued from page 151)

for fabrication of meter gage railway coaches. I: 890 ft. (150 tons) of steel channels; II: 40 steel beams; III: 5,730 steel angles (272 tons); IV: 9,750 steel sheets (440 tons) and 400 aluminum sheets (10 tons); V: 2,685 steel plates (545 tons); VI: 200 laminated bearing springs; VII: 1,050 axle box bodies of steel casting; VIII: 1,340 solid forged wheels; IX: 265 vacuum brakes and 265 single branch release valves; X: 281 galvanized vacuum pipes, 2-in. bore. Deadline for Schedules I-V is Feb. 26; for Schedules VI-X, Feb. 27. Bidders may quote on any or all of schedules; separate tenders required. Secretary, Railway Board, Office 1, Ministry of Railways & Communications, Rawalpindi.★

Clocks, 200 12-in. diameter, with pendulum and keys; March 6; Tender P4/GB8/114/61/ACST.

Electric motor-driven air-cooled **refrigeration compressors,** 14; Feb. 28; tender P3/HA/56/61. One diesel engine-driven **generating set,** 75-kw. capacity; Feb. 28; Tender P3/HA/73/61. Pakistan Eastern Railway, Pahartal, Chittagong.★

Carbon brushes for battery charging motor, generator excitors, Feb. 7; tender 502/DS/DLR/273/299. Stores Directorate, Electricity Operating Branch of the West Pakistan Water & Power Development Authority, Gardi Trust Bldg., Old Anarkali, Lahore.★

Peru

Bid deadline for modernization of national **telecommunications system** again extended, from Jan. 4 to May 2. (See FCW, Aug. 28, 1961, p. 20, and Dec. 11, 1961, p. 15.)

Construction of **public market** in Ica, estimated value, including financing, about $236,000; April 30. Documents available from Secretaria General del F.N.D.E., Division de Ingenieria, Avenida Uruguay 514, Lima, for 1,000 soles (approximately $37.45).

Philippines

Hydraulic and generating equipment for hydroelectric project. Tender has five schedules. I: Turbines and governors for main plant; II: Turbine and governor for auxiliary plant; III: Turbine inlet guard valves for main and auxiliary plants; IV: Generators for main plant; V: Generator for auxiliary plant. Bids accepted for any or all. Plans, specifications, and tender forms available from Office of the National Power Corp., 161 Boniface Drive, Port Area, Manila, for 40 pesos ($20). Bid deadline March 20.

Sudan

Insecticides: 200,000 gallons D.D.T., 178,000 gallons endrin, 4,000 gallons rogor; Feb. 24, Sudan Gezira Board, Barakat, Sudan.★

Main road side entry **lanterns,** 20, with lamp holders, control gear, fuses, lead coated sheet steel connection boxes, straight arm brackets with clamps, and 240-v. 400-w. GES clear MA/V H.P.M. discharge lamps; Feb. 27. Total of 74 industrial dispersive reflectors and 80 dustproof attachments for them; Feb. 28. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. Jame's, London, SW.1, England.★

Thailand

Sterling wire (outdoor insulated wires), 900,000 meters; Feb. 9; tender 1/2505. **Multicore cables** (4,800 meters), copper welded wire (5,000 kg.), PVC cable (230,000 meters); Feb. 9; Tender 2/2505. Telephone Organization of Thailand, Ploenchit Rd., Bangkok.★

High tension **steel electrodes;** 100,000; Jan. 30. Tender 04525. State Railways of Thailand, Bangkok.★

United Arab Republic

Bid deadline for erection of **calcium ammonium nitrate plant** at Helwan extended from Jan. 31 to March 1. (See FCW, Dec. 11, 1961, p. 9.)

Viet-Nam

Marine beacon light; Feb. 16. Tender 0455-27121. **Spare parts** for radio broadcasters and receivers; Feb. 16. Tender 0456-27121. **Film** (X-ray and radiological); Feb. 16. Tender 0457-27121. Central Purchasing Authority, P.O. Box H-5, Saigon.★

Syria Wants To Set Up Lamp, Battery Plants

The Ministry of Industry of the Syrian Arab Republic is calling for bids for the supply of two plants, one for the manufacture of dry cell batteries to be used in radios, telephones, and lighting systems, the other for the manufacture of general purpose lighting incandescent lamps.

Specifications and copies of the book of conditions may be obtained from the General Organization for Executing the 5-Year Industrialization Program, Ministry of Industry, Damascus, for Syrian £100 (about $28). Deadline for receipt of bids is March 1.

German Buyer Seeks Offers On Tools, Hardware Items

The U.S. Consulate General, Duesseldorf, has reported that Eisenwaren-Grosshaendler-Union, a buying organization for the accounts of 17 large wholesalers in Germany and the Netherlands, desires offers from U.S. manufacturers of the following products:

Small machine tools used in production of hardware goods; hand and power driven tools for electricians; hardware of all varieties; electric welding equipment; electric household equipment and kitchen appliances such as air-conditioners for home use, automatic washing machines, dryers, dishwashers, toasters, mixmasters, can openers, juicers, meat, fruit, and vegetable chopping and slicing machines, vacuum cleaners, and floor polishing machines.

Interested manufacturers are requested to send detailed literature and/or samples on their products, including c.i.f. prices, Netherlands and German ports, to Joerg-Dieter Jenner, Eisenwaren-Grosshaendler-Union, 143 Hansaring, Koeln a. Rh., Cologne. WTD 1/10/62.

Specifications Available For Argentine Highway

Specifications for construction of the Bernasconi-Meridiano V road in Argentina (tender 13/61) have been received. They may be examined in the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce Washington 25, D.C. (See FCW, Jan. 22, p. 116.)

Thailand Requests Tenders For Tank Truck, Sprinklers

The Government of Thailand has invited bids for supply and delivery of one fuel tank truck and 27 sets of road water sprinklers.

Tender Phor. 55/2505 calls for a tank truck with a steel body having a capacity of 1,200 U.S. gallons. It should have a minimum of four compartments for storage of benzine and diesel oil. Bid deadline is Feb. 5; a deposit of 15,000 baht (about $720) is required.

Tender Phor. 56/2505 includes the road water sprinklers with the following requirements:

Water tank of a capacity not less than 1,500 U.S. gallons, and dimensions suitable for mounting on a Dodge truck, 1962 Model D 500; self-priming centrifugal pump of not less than 15,000 U.S. gallons capacity an hour, operated with gasoline or diesel engine, 4 cycles, 5 hp.; sprinkling equipment with spray bar not less than 7 feet long to be attached to rear of truck and able to be prolonged at both ends to not less than 12 feet in length, with both gravity and pressure spray.

Bid deadline for the water sprinklers is Feb. 6; a deposit of 100,000 baht (about $5,000) is required.

Bids should be addressed to the State Highways Department (Phya Thai), Bangkok, Thailand. Quotations should be made in baht and shall be valid for not less than 45 days.

Specifications and additional details are available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Iraq To Establish Water Supply System in 3 Towns

The Director General of Planning and Design, Ministry of Municipalities, is inviting tenders from qualified bidders for supply and erection of a complete water supply scheme, including construction of a pumping house and all ancillary work, in three cities:

Kubaisa, western Iraq; Mirka Soor, northeastern Iraq; and Baquba, eastern Iraq. Bid deadlines are April 1 for the Kubaisa project, March 31 for Mirka Soor, and April 29 for Baquba.

Tender documents and specifications may be obtained from the Commercial Attaché, Embassy of the Republic of Iraq, 2400 16th St., NW., Washington, D.C. Prices of the documents for the Kubaisa and Mirka Soor projects are $28 each, and for the Baquba project, $140.

NEW World Trade OPPORTUNITIES

• The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

200 Food

Rhodesia, Nyasaland

All kinds of **food.** Direct purchase and agency. Lewis Suzman (Pvt.), Ltd. (importing distributor, manufacturer's agent), P.O. Box 1391, Bulawayo, Southern Rhodesia. WTD 12/29/61.

201 Meats

France

Salted **sausage casings.** Boyauderie Bordelaise (importer, exporter, retailer, wholesaler, processor), 41 rue du Serpolat, Gironde. WTD 10/29/61.

220 Textile Mill Products

Germany

Wall-to-wall **carpeting, upholstery and drapery fabrics.** Paul Kesebom (wholesaler, importing distributor), 240-42 Bochumerstr., Recklinghaus en-Sued. WTD 6/19/61.

222 Broad Woven Fabric Mills, Man-made Fiber, Silk

Germany

Fiberglass **curtains** for schools, theaters, offices, homes. Indeco-Franz P. Herzinger (importer, wholesaler), 30 Elisabethstr., Darmstadt. WTD 11/21/60.

225 Knitwear

Germany

Ladies', men's, children's **stockings, socks.** GEB-Grossein-kaufsbund Westdeutscher Schuhhaendler GmbH (purchasing organization). Attn.: Mr. Jansen, 61 Steubenstr., Essen. WTD 12/20/61.

All kinds of woolen, cotton, synthetic knitted **sweaters** for men, women. Direct purchase and agency. Schefftel & Clausnitzer (importing distributor, manufacturer's agent), Steinstr. 19, Hamburg 1. WTD 1/2/62.

230 Apparel

England

Leisure, lightweight, sports **clothing** for men. Alexander Aldbrook, Ltd. (importing distributor), 5 South Molton St., London W.1. WTD 11/21/60.

241 Logging Camps, Contractors

France

Logs to be used for veneers. Société Elefant & Cie, S.A. (importer, manufacturer), 118–22 rue de Lagny, Montreuil-sous-Bois (Seine). WTD 11/21/60.

244 Wooden Containers

Germany

Wooden **barrels, drums** of all sorts. Bruno Hambuechen & Co. (importing distributor, wholesaler), 133 Schoenwasserstr., Krefeld. WTD 1/3/62.

Wooden **barrels.** Peter Friedsam oHG (importing distributor), 287 Muensterstr., Duesseldorf. WTD 1/4/62.

264 Converted Paper, Paperboard Products

Germany

First grade superwhite art **cardboard,** both sides brush finished, free from wood cellulose, 120–30 g. per m., cut to order, in 10-ton lots. Andres & Co. (importing

distributor), Bramfelderstr. 76, Hamburg 33. WTD 1/2/62.

280 Chemicals

France

Chemical products for paint, varnish, ink manufacturers, **pigments, auxiliary products.** Cie. Parisienne des Noirs de Fumee, S.A. (manufacturer), 8 avenue Jean Mermez, La Courneuve, Seine. WTD 1/30/61.

Fine bulk **chemicals, raw materials** for following industries: pharmaceutical, chemical products; paints, lacquers, varnishes; plastics, textiles. Direct purchase or exclusive buyer. Ets. Schmitt-Jourdan, S.A. (wholesaler, importer), 22 rue de la Tourelle, Boulogne (Seine). WTD 8/25/60.

281 Industrial Chemicals

England

Hydrated, calcined **potash carbonate,** maximum .01 to .02% KCl and .1 or better % K_2SO_4. Astles Chemical Co., Ltd. (importing distributor), City Wall House, 129 Finsbury Pavement, London E.C.2. WTD 11/21/60.

South Africa

Industrial chemicals. B. Owen Jones, Ltd. (importer, wholesaler, retailer, exporter, agent), P.O. Box 68, Johannesburg. WTD 12/19/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Germany

Carpet, rug cleaners. Eisenhaendler-Verband Mittelrhein eGmbH (purchasing organization). Attn.: Peter Weber, 187 Friesdorferstr., Bad Godesberg. WTD 11/21/60.

All types of **perfumes, cosmetics.** M. Dub Uebersee-Handel (importer, wholesaler, representative), 16b Laurentiusbergstr., Tauberbischofsheim. WTD 12/22/61.

306 Fabricated Rubber Products

Germany

Rubber **inner soles.** GEB-Grosseinkaufsbund Westdeutscher Schuhhaendler GmbH (purchasing organization). Attn.: Mr. Jansen, 61 Steubenstr., Essen. WTD 12/20/61.

307 Miscellaneous Plastics Products

England

Pliable **plastic closures** that slip over neck and cork or cap of bottle, then shrink and harden on drying. H. E. Daniel, Ltd. (manufacturer), St. Bernard Works, Stoney Lane, Upper Norwood, London S.E.19. WTD 11/21/60.

Germany

Plastic household goods such as buckets, dishes, pails, baskets. Grosseinkaufsverband eGmbH Rothe Erde (purchasing organization), 15–17 Ringofenstr., Dortmund-Aplerbeck. WTD 11/21/60.

World Trade Directory Reports for Sale

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

Plastic household articles such as buckets, basins, baskets. Eisenhaendler-Verband Mittelrhein eGmbH (purchasing organization). Attn.: Peter Weber, 187 Friesdorferstr., Bad Godesberg. WTD 11/21/60.

Plastic kitchenwares, housewares. Eweli Grosseinkaufsverband eGmbH (purchasing organization). Attn.: Mr. Heistermann, Bielefeld. WTD 11/21/60.

Portable plastic **shoe bags** with zippers. GEB-Grosseinkaufsbund Westdeutscher Schuhhaendler GmbH (purchasing organization). Attn.: Mr. Jansen, 61 Steubenstr., Essen. WTD 12/20/61.

314 Footwear

Germany

Free samples of middle to high-priced **men's, women's footwear** to display to 1,223 member firms. Schuh-Einkaufsgemeinschaft Garant eGmbH (purchasing organization). Attn.: Mr. Orlow, 70 Elisabethstr., Duesseldorf. WTD 12/18/61.

Footwear of all kinds, primarily high quality modern ladies', men's, children's casuals. GEB-Grosseinkaufsbund Westdeutscher Schuhhaendler GmbH (purchasing organization). Attn.: Mr. Jansen, 61 Steubenstr., Essen. WTD 12/20/61.

319 Leather Goods

Germany

Genuine leather **sweatbands** for hats, caps. Bernhard Pleuser (manufacturer), 159 Marienstr., Koeln-Bickendorf. WTD 1/3/62.

322 Glass, Glassware

England

Decorated **glassware.** Sole representation basis. Ison Bros., Ltd. (importer, wholesale distributor), Norden House, Stowell St., Newcastle upon Tyne 1. WTD 11/21/60.

Germany

Glass articles of all kinds for home. W. Fels & Sohn (importing distributor, wholesaler), 24 Grifflenberg, Wuppertal-Elberfeld. WTD 1/3/62.

Glass articles of all sorts. Wwe Peter Titulaer (importing distributor, wholesaler), 4 Hochstr., Aldekerk, Kreis Geldern. WTD 1/3/62.

326 Pottery

Germany

Domestic **porcelain, ceramic articles,** such as pots, jugs, vases. W. Fels & Sohn (importing distributor, wholesaler), 24 Grifflenberg, Wuppertal-Elberfeld. WTD 1/3/62.

Porcelain articles of all sorts. Wwe Peter Titulaer (importing distributor, wholesaler), 4 Hochstr., Aldekerk, Kreis Geldern. WTD 1/3/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Germany

Abrasives: Corundum paper in rolls 120 and 150 mm.; 200 mm. diameter with 40 mm. center hole; corundum twill in rolls of 100 mm. width; waterproof silicon carbide paper, 23 x 28 cm.; flint paper, 23x 30 cm. Josef Zimmer (wholesaler, importer), 89 Hermuelheimerstr., Alstaedten Bez. Koeln. WTD 12/1/61.

331 Steel Mill Products

Germany

Black sheets with oxidized surface coated with film of silicon in lots of 10 and 15 mt. in following measurements: 2,000 x 914 x 0.32–0.37 mm. and 2,000 x 914 x 0.45 mm. for baking forms and manufacture of molds. S. Boecker, Walzwerkerzeugnisse (importer, manufacturer's agent), 620 Postfach, Hohenlimburg. WTD 9/28/60.

335 Rolling, Drawing, Extruding Nonferrous Metals

Mexico

Silk-lined **copper wire** used for TV coils. Television Velco, S.A. (manufac-

turer), Galeana 895 Sur, Monterrey. WTD 12/27/61.

336 Nonferrous Foundries

Germany

Cast-aluminum **household goods, kitchenware.** Eweli Grosseinkaufsverband eGmbH (purchasing organization). Attn.: Mr. Heistermann, Bielefeld. WTD 11/21/60.

342 Cutlery, Hand Tools, Hardware

Germany

Coffee grinders, hand tools, builders (do-it-yourself) **hardware.** Einkaufsbuero Deutscher Eisenhaendler Bock & Co. (purchasing organization), 31 Saarstr., Wuppertal-Elberfeld. WTD 11/21/60.

Coffee grinders, nonelectric household, kitchen appliances. Eisenhaendler-Verband Mittelrhein eGmbH (purchasing organization). Attn.: Peter Weber, 187 Friesdorferstr., Bad Godesberg. WTD 11/21/60.

Cutlery, coffee grinders, water kettles. Grosseinkaufsverband eGmbH Rothe Erde (purchasing organization), 15–17 Ringofenstr., Dortmund-Aplerbeck. WTD 11/21/60.

Nonelectric **can openers, cutlery, hand tools,** all types of **housewares, kitchenwares.** Eweli Grosseinkaufsverband eGmbH (purchasing organization). Attn.: Mr. Heistermann, Bielefeld. WTD 11/21/60.

346 Metal Stampings

England

Tin bottle caps, closures. H. E. Daniel, Ltd. (manufacturer), St. Bernard Works, Stoney Lane, Upper Norwood, London S.E.19. WTD 11/21/60.

Germany

Household goods, including kitchenware, of stamped and spun aluminum, stainless steel, other metals. Eweli Grosseinkaufsverband eGmbH (purchasing organization). Attn.: Mr. Heistermann, Bielefeld. WTD 11/21/60.

349 Miscellaneous Fabricated Metal Products

Germany

Steel barrels, drums of all sorts. Bruno Hambuechen & Co. (importing distributor, wholesaler), 133 Schoenwasserstr., Krefeld. WTD 1/3/62.

Steel barrels. Peter Friedsam oHG (importing distributor), 287 Muensterstr., Duesseldorf. WTD 1/4/62.

352 Farm Machinery, Equipment

France

Light power **lawn mowers. Sprayers, plant dusters,** small **agricultural equipment.** Direct purchase and agency. Agrarbor (wholesaler, importer, exporter), 35 rue de Dantzig, Paris 15. WTD 12/8/61.

Germany

Power and electrically driven **lawn mowers.** Grosseinkaufsverband eGmbH Rothe Erde (purchasing organization), 15–17 Ringofenstr., Dortmund-Aplerbeck. WTD 11/21/60.

Electric and gas driven **lawn mowers.** Eisenhaendler-Verband Mittelrhein eGmbH (purchasing organization). Attn.: Peter Weber, 187 Friesdorferstr., Bad Godesberg. WTD 11/21/60.

353 Construction, Mining, Materials Handling Machinery, Equipment

Germany

Lifting and transport equipment. Oltrogge & Co. (wholesaler, importing distributor), 16 Herforderstr., Bielefeld. WTD 11/16/61.

354 Metalworking Machinery, Equipment

Germany

Electric (do-it-yourself) **portable tools.** Einkaufsbuero Deutscher Eisenhaendler Bock & Co. (purchasing organization), 31 Saarstr., Wuppertal-Elberfeld. WTD 11/21/60.

Precision and machine tools, welding machines. Oltrogge & Co. (wholesaler, importing distributor), 16 Herforderstr., Bielefeld. WTD 11/16/61.

India

Complete range of **machinery** for manufacture of spring washers; **tempering plant, harness testing machine, packing machine.** A. J. Mehta & Co. (importing distributor, manufacturer's representative), 142 Kapadia Bldg., Mody St., Fort, Bombay 1. WTD 1/2/62. Specifications of end product.★

Netherlands

New **welding equipment, accessories.** Hilarius' Draadindustrie en Handelmaatschappij N.V. (importing distributor), 19a Waarderpolder, Haarlem. WTD 5/23/61.

South Africa

Automatic **coil-winding machines** for high tension ignition coils with or without automatic paper insertion. Instrulec (Pty.), Ltd. (importing distributor, manufacturer, manufacturer's agent), Delta House, 7 Bree St., P.O. Box 3028, Cape Town. WTD 1/5/62.

355 Special Industry Machinery

France

Modern **shoe, slipper machinery** with 50 c. electric motors for manufacture of ladies' slippers, canvas, leather shoes. Ets. Maurice Dubois (manufacturer), Boite Postale 85, Bordeaux, Gironde. WTD 1/3/62.

Germany

Plastic processing machines. Oltrogge & Co. (wholesaler, importing distributor), 16 Herforderstr., Bielefeld. WTD 11/16/61.

Honduras

Machinery to manufacture ice cream cones with changeable molds. Fabrica de Conos Suyapa-Elias Botto (manufacturer, wholesaler), Barrio "El Olvido," Tegucigalpa. WTD 1/5/62.

India

Integrated 3-ton capacity **plant** for ethyl ether from ethyl alcohol and sulphuric acid. Hyderabad Chemical & Pharmaceutical Works, Ltd. (manufacturer), P.O. Box 2, Industrial Area Hyderabad, Andhra Pradesh. WTD 1/4/62.

Peru

New or used **rotary newspaper press** for 17½x12 in. pages, capacity of 40,000 copies an hour, 48 pages, capable of color printing. Expreso (newspaper). Attn.: Benjamin Roca Muelle, Avenida Guzman Blanco 461, Lima. WTD 12/21/61.

Philippines

Plant for jellies, jams, preserves; **plant** for candy using local coconut, sugar, cacao, fruit; **coir products plant; soap plant** using local copra; **lampmaking plant** using local woods, carabao horns. All plants to be low cost package type. Technical assistance requested; reconditioned machinery acceptable. Philippine Producers Cooperative Marketing Assn., Washington St., Bacolod City, Negros Occidental Province. WTD 8/16/60.

Machinery for box springs, mattresses. Del Rosario Bros., Inc. (importer, manufacturer, distributor), Rita Legarda Bldg., Santa Mesa Blvd., Manila. WTD 3/17/59.

356 General Industrial Machinery, Equipment

Germany

Fire-fighting equipment, fixtures, ac-

Iran Tobacco Monopoly Asks Cigarette Paper Products

The Tobacco Monopoly of Iran is inviting bids for paper products used in the manufacture of cigarettes.

Bids with their closing dates are as follows: Cigarette filters (73 million tubular rods, 66 mm. long and 25.75 mm. in circumference), Feb. 20; cellulosic tear tape for cigarette packs (9,000 red spools and 300 blue spools), Mar. 3; cardboard, one side glazed (four types, for total weight of 245 tons), Mar. 5; cigarette paper (30,000 bobbins, 28 mm. by 4,000 mm.), Mar. 6; cigarette paper in booklets (25 million booklets, 60 sheets each, 70 by 40 mm. a sheet), Mar. 6.

Copies of tender documents, specifications, and samples are available from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

India Invites Bids For Barges

The Indian Government is inviting bids for supply of five nonpropelling barges of 100-ton capacity. Bid deadline is Feb. 14.

Copies of the tender form and specifications, PC/1348/56–57/20822, are available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Additional copies are available for $10.50 from the Controller of Purchases & Stores, Damodar Valley Corp., Anderson House, Calcutta.

cessories, specialities. Direct purchase and agency. Zulauf & Cie. KG (manufacturer, exporter, importer), 21 Borsig Allee, Frankfurt/Main 14. WTD 10/13/60.

Low pressure **centrifugal pumps, heat-circulating pumps.** Direct purchase and agency. Pumpen Zentrale Unglaube & Zemke (wholesaler), 6 Pankstr., Berlin N. 65. WTD 1/3/62.

Compressors. Oltrogge & Co. (wholesaler, importing distributor), 16 Herforderstr., Bielefeld. WTD 11/16/61.

358 Service Industry Machinery

Ceylon

Commercial laundry equipment. Mrs. S. Navaratnam (laundry plant), Public Works Dept., Mutur, Trincomalee. WTD 12/18/61.

Germany

Gas vendors for automatic gas stations, 220 v., 50 c. Dipl. Ing. Hans Schneider (importer), 15 Kronprinzenstr., Essen. WTD 5/23/61.

Venezuela

Air-conditioning, refrigeration, ventilation systems. Industrial Services, S.A. (importer), Edificio Los Andes (B), 702 Calle Real de Sabana Grande, Caracas. WTD 12/18/61.

362 Electrical Industrial Apparatus

Germany

Welding equipment. Oltrogge & Co. (wholesaler, importing distributor), 16 Herforderstr., Bielefeld. WTD 11/16/61.

Netherlands

New **welding equipment, accessories.** Hilarius' Draadindustrie en Handelmaatschappij N.V. (importing distributor), 19a Waarderpolder, Haarlem. WTD 5/23/61.

363 Household Appliances

Germany

Electric immersion, home, heaters. Grosseinkaufsverband eGmbH Rothe Erde (purchasing organization), 15–17 Ringofenstr., Dortmund-Aplerbeck. WTD 11/21/60.

Household, kitchen appliances, such as electric irons, cooking ranges, home heaters, mixers. Eisenhaendler-Verband Mittelrhein eGmbH (purchasing organization). Attn.: Peter Weber, 187 Friesdorferstr., Bad Godesberg. WTD 11/21/60.

Refrigerators, dishwashers, washing machines, home freezers, vacuum cleaners, electric toasters, broilers. Eweli Grosseinkaufsverband eGmbH (purchasing organization). Attn.: Mr. Heistermann, Bielefeld. WTD 11/21/60.

Fully **automatic kitchens** with most up-to-date appliances. Gebrueder Fendel (wholesaler). Attn.: Mr. Boehmer, Koeln, Eisenbahnstr. 1. WTD 10/3/61.

Kitchen appliances, such as electric irons (steam, regular), toasters, immersion heaters. Einkaufsbuero Deutscher Eisenhaendler Bock & Co. (purchasing organization), 31 Saarstr., Wuppertal-Elberfeld. WTD 11/21/60.

371 Motor Vehicles, Motor Vehicle Equipment

Germany

Spare parts for all U.S.-made trucks, passenger cars. Erich G. Doebler (importing distributor), Kleine Reichenstr. 1, Hamburg 11. WTD 1/3/62.

Venezuela

Gocarts and spare parts. Direct purchase and agency. Carting de Venezuela, S.A. (importing distributor, manufacturer's agent), Qta. La Granja, Avenida Principal, Country Club, Caracas. WTD 12/18/61.

Electric spare parts for automotive vehicles. Acumuladores Fulgor, S.A. (importing distributor, manufacturer), Calle El Sendero 1, San Rafael, La Florida, Caracas. WTD 12/20/61.

Assembly **parts** for trucks, flatbed, refrigerated, tank, crane and hoist trucks, wreckers, bottle case delivery trucks, lift trucks; no bus or automobile bodies, hydraulic lift trucks. Talleres Gago, C.A. (manufacturer), Tercera Calle, Urb. Industrial Carapa (Carretera Antimano), Caracas. WTD 12/26/61.

Automotive spare parts. Dicentro, Distribuidores del Centro (importing distributor, manufacturer's agent, commission merchant), Calle Las Palmas no. 17, La Barraca, Maracay, Estado Aragua. WTD 12/15/61.

381 Engineering, Laboratory, Scientific, Research Instruments

Germany

Precision equipment for aircraft, missiles, such as navigation computers, auto-pilots, gyro-stabilized compass systems and gyroscopes, synchro instruments for aircraft engines. Teldix Luftfahrt-Ausruestungsgesellschaft mbH (manufacturer), 26 Alte Eppelheimer Str., Heidelberg. WTD 5/16/61.

382 Instruments to Measure, Control, Indicate Physical Characteristics

Germany

Gas meters for automatic gas stations, 220 v., 50 c. Dipl. Ing. Hans Schneider (importer), 15 Kronprinzenstr., Essen. WTD 5/23/61.

384 Surgical, Medical, Dental Instruments, Supplies

Germany

Equipment, machinery, materials to protect against gas, radiation, heat, explosions from aerial attacks. R. Breschinsky (importing distributor), Postschliessfach 26, Oelde/Westfalen. WTD 7/30/59.

Italy

Disposable **hospital supply items** such as bed sheets, towels, aprons, pillow cases, injection needles and syringes, surgeons' gloves, masks. Direct purchase through local agent or distributor. INAM —Istituto Nazionale per l'Assicurazione contro le Malattie (Government entity), Servizio Provveditorato, Ufficio I, Reparto 2, Via Lucania 29, Rome.

386 Photographic Equipment, Supplies

Australia

Capless **photoflash bulbs,** types PF1, AG1. Leo Rogaly & Lewis Pty., Ltd. (manufacturer's agent), 35 Bathurst St., Sydney. WTD 12/2/60.

391 Jewelry, Silverware, Plated Ware

England

Stainless steel items. Sole representation basis. Ison Bros. (Newcastle), Ltd. (importer, wholesale distributor), Norden House, Stowell St., Newcastle upon Tyne 1. WTD 11/21/60.

394 Toys, Amusements, Sporting, Athletic Goods

France

Plastic toys for infants, **metal and electric toys** for children, **novelties.** Maison Graffin, 1 rue de l'Observatoire (importer, exporter, wholesaler), Limoges, Hte. Vienne. WTD 11/9/61.

Toys, especially plastic. Direct purchase and agency. Société Industrielle de Tous Articles Plastiques—S.I.T.A.P. (manufacturer), 20 rue Sainte-Croix-de-la-Bretonnerie, Paris 4. WTD 11/21/60.

Germany

Sporting goods such as tennis racket equipment, basketballs, arches. Direct purchase and agency. H. H. Schmidt & Co. (importing distributor, manufacturer), 36–36a Kolpingstr., Solingen-Wald. WTD 2/9/61.

399 Miscellaneous Manufacturing Industries

France

Gift shop **novelties, articles** such as

perfume containers. Direct purchase and exclusive agency with financial responsibility. Ets. Werber (manufacturer, trader), 40 rue de Paradis, Paris 10. WTD 11/21/60.

Germany

Portable fire extinguishers, charges. Direct purchase and agency. Zulauf & Cie. KG (manufacturer, exporter, importer), 21 Borsig Allee, Frankfurt/Main 14. WTD 10/13/60.

Handicraft articles of all sorts. Wwe. Peter Titulaer (importing distributor, wholesaler), 4 Hochstr., Aldekerk, Kreis Geldern. WTD 1/3/62.

781 Motion Picture Production, Distribution

South Africa

Processed **motion pictures** for South African theaters, 33 mm., sound, black and white or color, wide or regular screen, all except educational subjects. Kolimpex (Pty.), Ltd. (importer, exporter, manufacturer's representative), P.O. Box 9608, Johannesburg. WTD 7/17/59.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

200 Food

Germany

Candy, all types of canned food. Heinrich Voegele & Soehne (manufacturer's agent), 13 Am Stadtgarten, Karlsruhe/Baden. WTD 1/2/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

France

Frozen, canned **fruits, fruit juices;** frozen, canned **fish, shellfish.** Exclusive agency on commission basis. Société Auxiliaire du Commerce et de l'Industrie par le Courtage et la Commission—S.A.-C.I.C.C. (commission agent), 54 rue de Richelieu, Paris 1. WTD 10/2/57.

Canned **crabmeat** and **fruits,** dried California **prunes** undipped in bags, large-size **fruits.** J. Amanieux (commission merchant, sales agent), 86 rue Ducan, Bordeaux, Gironde. WTD 10/27/59.

220 Textile Mill Products

Germany

Printed woven **fabrics, materials** for foundation garments, **fiberglass fabrics for interior decoration, synthetic fabrics** for men's and ladies' outerwear, nylon, nylon and cotton, synthetic, wool fabrics. Verkaufsbuero Stuttgart, Herbert Naumann (manufacturer's agent, broker, commission merchant), 30 Reichenbergerstr., Stuttgart-Moehringen. WTD 1/2/62.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Greece

Synthetic blend fabrics for men's apparel (55% synthetic, 45% wool), 7–8 oz. a running yard. Varouxakis & Thomadis (manufacturer's agent), 30 Petraki St., Athens. WTD 7/28/61.

225 Knitwear

Germany

Women's **knitted articles.** German language only. Robert Langenohl (manufacturer's agent), 2 Irenenstr, Wuppertal-Elberfeld. WTD 2/8/61.

228 Yarn, Thread Mills

Germany

Weaving, knitting **woolen carded and worsted yarns, synthetic yarns,** weaving **cotton yarns.** Rheinwolle Guenther Becker & Co. KG (manufacturer's agent), 35 Gahlenstr., Rheydtshill Rhld. WTD 6/5/61.

All kinds of **woolen, cotton, synthetic yarns** for weaving, knitting mills. Oskar Feigenspan (manufacturer's agent), Am Weingarten, Wennigsen/Deister. WTD 1/2/62.

230 Apparel

Germany

Clothing, such as ski jackets, wind breakers, slacks. Verkaufsbuero Stuttgart, Herbert Naumann (manufacturer's agent, broker, commission merchant), 30 Reichenbergerstr., Stuttgart-Moehringen. WTD 1/2/62.

233 Women's, Misses, Juniors' Outerwear

Germany

Women's blouses, skirts. German language only. Robert Langenohl (manufacturer's agent), 2 Irenenstr., Wuppertal-Elberfeld. WTD 2/8/61.

249 Miscellaneous Wood Products

Egypt

Wooden railway ties and **telephone poles.** Wishes to act as local representative for U.S. manufacturers interested in submitting bids on Government tenders. Eng. Amin Wahba (representative), 55 El Gomhouria St., Cairo. WTD 8/24/59.

265 Paperboard Containers, Boxes

France

Cardboard containers for packing, shipping. Verdon-Thibault (exporter, manufacturer, wholesaler, commission merchant), Cerizay, Deux Sevres. WTD 11/3/61.

280 Chemicals

France

New chemicals of every kind. Exclusive with financial responsibility. M. Schmeder, S. A. (manufacturer, importer, exporter, wholesaler), 1 rue du Planty, St-Ouen (Seine). WTD 11/21/60.

281 Industrial Chemicals

Venezuela

Heavy and specialty chemicals. Meller & Essink, C.A. (manufacturer's agent), Edificio Manaure, 114 Calle Real de Sabana Grande, Caracas. WTD 12/19/61.

283 Drugs

Guatemala

Liquid glucose, 45° baume, for candy, jelly manufacture; **USP glucose** for serums. Exclusive agency on fixed commission. Jose Goubaud y Compania, Ltda. (manufacturer's agent), Aptdo. 168, 5a Avenida 10–62, Zona 1, Guatemala City. WTD 12/29/61.

Venezuela

Pharmaceutical products, such as antibiotics, sulfas, vitamins. Meller & Essink, C.A. (manufacturer's agent), Edifico Manaure, 114 Calle Real de Sabana Grande, Caracas. WTD 12/19/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Greece

All kinds of **pest controls.** "Lavet" Trading Co. (commission agent), P.O. Box 119 (Omonia), Athens. WTD 7/19/61.

287 Agricultural Chemicals

Greece

Pesticides. "Lavet" Trading Co. (commission agent), P.O. Box 119 (Omonia), Athens. WTD 7/19/61.

307 Miscellaneous Plastics Products

Germany

New types of plastic **kitchen utensils,**

Burma May Install Railway Ticket Vending Machines

The Office of the Controller of Stores, Burma Railways, Botataung, Rangoon, is investigating the possibility of installing five coin-operated automatic ticket vending machines.

The machines are to be operated by insertion of a 5-Pya piece and will issue cardboard tickets 57 by 30.5 by .1 mm. Ticket samples are available from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. The machines should have a dating cylinder mechanism and, if possible, an automatic time-stamping device.

Interested manufacturers should submit literature and price estimates to the Controller of Stores not later than Feb. 15.

housewares. Kurt Warnecke (manufacturer's agent, broker, commission merchant), 16 Mollstr., Mannheim/Baden. WTD 12/29/61.

331 Steel Mill Products

Germany

Cold rolled **iron sheets** .5 to .3 mm. thick, SPO and higher quality; **tinned sheets** of all thicknesses, other **rolling mill products.** Richard Scharfe (manufacturer's agent), Caffamacherreihe 4, Hamburg 36. WTD 1/2/62.

Venezuela

Iron or steel bars for construction industry, other **construction materials.** Intag Agencias Internacionales, Pavel Lustig & Cia. (manufacturer's agent, commission merchant), Edif. Canaima, 7 Piso, Oficina 502, Avenida Francisco de Miranda, Chacaito, Caracas. WTD 12/13/61.

336 Nonferrous Foundries

Germany

New types of cast aluminum **kitchen utensils, housewares.** Kurt Warnecke (manufacturer's agent, broker, commission merchant), 16 Mollstr., Mannheim/Baden. WTD 12/29/61.

342 Cutlery, Hand Tools, General Hardware

Germany

Nonelectric **can openers, cutlery, hand tools,** new types of **household, kitchen wares, do-it-yourself tools.** Kurt Warnecke (manufacturer's agent, broker, commission merchant), 16 Mollstr., Mannheim/Baden. WTD 12/29/61.

344 Fabricated Structural Metal Products

France

Steam boilers. Sofranic, S.A.R.L. (importer, distributor), 35 rue Tronchet, Paris 8. WTD 4/27/60.

346 Metal Stampings

Germany

New types of **household, kitchen wares** of spun and stamped aluminum, stainless steel, and other metals. Kurt Warnecke (manufacturer's agent, broker, commission merchant), 16 Mollstr., Mannheim/Baden. WTD 12/29/61.

351 Engines, Turbines

France

Turbines. Sofranic, S.A.R.L. (importer, distributor), 35 rue Tronchet, Paris 8. WTD 4/27/60.

352 Farm Machinery, Equipment

France

Garden, farm accessories, such as hand-operated or motor-driven lawn mowers, pulverizers-sprayers, plant dusters, watering equipment; **small equipment** for gardens, orchards, farms. Comptoir Agricole, Viticole & Commercial, S.A.R.L. (wholesaler, retailer, importer, exporter), 22 avenue Victoria, Paris 1. WTD 11/21/60.

Wire Screen Tenders Sought by Sudan

Sudan is seeking bids for the supply of 2,300 ft. of stainless-steel wire screen in various sizes.

Bids are to be sent to the Director, Department of Land Use and Rural Water Development, P.O. Box 1153, Khartoum. Deadline for receipt of bids is Feb. 15.

Copies of specifications for this tender may be obtained from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

354 Metalworking Machinery, Equipment

Germany

All types of electric **do-it-yourself tools.** Kurt Warnecke (manufacturer's agent, broker, commission merchant), 16 Mollstr., Mannheim/Baden. WTD 12/29/61.

355 Special Industry Machinery

Germany

Machinery for beverage industry, for bottle washing, filling, labeling, capping. Koerner & Poller (manufacturer's agent), Reimerstwiete 20, Hamburg 11. WTD 1/2/62.

Venezuela

Light **printing machinery** for printing. Carlos J. Diaz Frontado (manufacturer's agent), Edif. Easo, 4 Piso, Oficina A, Avenida Francisco de Miranda, Chacaito, Caracas. WTD 12/11/61.

Printing machinery. Intag Agencias Internacionales, Pavel Lustig & Cia. (manufacturer's agent, commission merchant), Edif. Canaima, 7 Piso, Oficina 502, Avenida Francisco de Miranda, Chacaito, Caracas. WTD 12/13/61.

356 General Industrial Machinery, Equipment

France

Heavy **hydraulic equipment**—pumps, turbines. Sofranic, S.A.R.L. (importer, distributor), 35 rue Tronchet, Paris 8. WTD 4/27/60.

357 Office, Computing, Accounting Machines

France

Office equipment. Henry Sonnenberg (sales agent), 24 rue de la Haute-Charme, Troyes (Aube). WTD 11/21/60.

358 Service Industry Machines

Germany

Vending machines. Kurt Warnecke (manufacturer's agent, broker, commission merchant), 16 Mollstr., Mannheim/Baden. WTD 12/29/61.

Scotland

Modern equipment noncompetitive with commercial refrigeration and air conditioning for sale to food distribution trades, hotels, hospitals, ships. General agency for the United Kingdom or part thereof. H. C. Troldahl, Ltd. (wholesaler, retailer, sales, manufacturer's agent), Frigidaire House, 40 Scotswood Rd., Newcastle upon Tyne 4. WTD 1/9/62.

360 Electrical Machinery, Equipment, Supplies

England

Electronic 3-term **process controllers, chromatograph and analytical instruments, electric valve positioners.** Evershed & Vignoles, Ltd. (manufacturer, exporter), Acton Lane Works, Acton Lane, Chiswick, London W.4. WTD 11/21/60.

France

Power equipment: Alternators, transformers, heavy electric supplies, similar or complementary equipment. Sofranic, S.A.R.L. (importer, distributor), 35 rue Tronchet, Paris 8. WTD 4/27/60.

Scotland

All types of **electric machinery** (noncompetitive with commercial refrigeration and air conditioning), motorized, pressure or thermostat controlled for sale to food distribution trades, hotels, hospitals, ships. General agency for United Kingdom or part thereof. H. C. Troldahl, Ltd. (wholesaler, retailer, sales, manufacturer's agent), Frigidaire House, 40 Scotswood Rd., Newcastle upon Tyne 4. WTD 1/9/62.

363 Household Appliances

Germany

New types of **household, kitchen appliances.** Kurt Warnecke (manufacturer's agent, broker, commission merchant), 16 Mollstr., Mannheim/Baden. WTD 12/29/61.

371 Motor Vehicles, Equipment

France

Camping, travel trailers; related **caravans;** small, lightweight, collapsible, and similar **camping equipment.** Ets. Baillou (importer, exporter, wholesaler, manufacturer, retailer), rue Gambetta, Pons, Charente Maritime. WTD 9/19/61.

Venezuela

Automotive parts. Comercial Pariata, C.A. (importing distributor), Pte. Republica a Pte. Anauco, Callejon Mosquera 10–12, Caracas. WTD 12/12/61.

384 Surgical, Medical, Dental Instruments, Supplies

Greece

Orthopedic supplies: Artificial arms,

legs, screws. "Lavet" Trading Co. (commission agent), P.O. Box 119 (Omonia), Athens. WTD 7/19/61.

385 Ophthalmic Goods

Greece

Optical supplies. "Lavet" Trading Co. (commission agent), P.O. Box 119 (Omonia), Athens. WTD 7/19/61.

386 Photographic Equipment, Supplies

Ceylon

Duplitized **X-ray films.** Hemas (Drugs), Ltd. (importing distributor), 36 Bristol St., Hemas Bldg., Fort, Colombo. WTD 5/25/60.

Greece

Motion picture cameras, projectors, films, other equipment. "Lavet" Trading Co. (commission agent), P.O. Box 119 (Omonia), Athens. WTD 7/19/61.

505 Farm Products, Raw Materials

Philippines

Raw cotton. Universal Trading Co., Inc. (importing distributor, manufacturer's agent, exporter), 15th & Chicago Sts., Port Area, Manila. WTD 6/21/61.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified

019 Animal, Horticultural Specialties

Japan

Canaries, finches, other Oriental **pet birds.** 3,000 to 5,000 birds monthly. Export standard. By color, sex. Thorough inspection by experienced breeders prior to packing; birds' health checked for 2 weeks beforehand. Direct or through agents. Eiwa Trading Co., Inc. (breeder, exporter), 210, 3-chome, Hongo-cho, Naka-ku, Yokohama. WTD 12/28/61.

Israel

Packaged bulbs of biblical flowers, full line. Interested in sale to supermarkets, department and chain stores. Israel Flower Bulb Board. Call or write to Israel Trade Commission, 850 Third Ave., New York 22, N.Y., Telephone: PL 2-5600.

203 Canned, Cured Seafood

Colombia

Small **shrimp,** "Titi," salted or frozen, up to 2½ in. From Pacific Coast near Tumaco. Sr. Moises Humberto Escruceria M., Aptdo. Aero 162, Tumaco. WTD 2/5/57.

Peru

Tunafish, solid and flaked; canned **shellfish.** Visani y Cia., S.A. (export merchant), Jiron Ica 242 (of. 106), Lima. WTD 12/19/61.

209 Miscellaneous Foods

Spain

Olive oil. Direct or through agents. Adytec, S.L. (exporter), Conde de Penalver 32, Madrid. WTD 1/4/62.

317 Leather Goods

Spain

Leather gloves, bags. Direct or through agents. Surtex (exporter), Francisco Guzman 1, Madrid 19. WTD 10/4/61.

342 Cutlery, Hardware

Israel

Builders' hardware, tools, dies, molds. Importers, buyers, wholesalers sought by Pleese, Ltd. (producer), Holon. WTD 6/5/59.

Razor blades of fine Swedish steel. Okava, Ltd. (manufacturer), Rishon Le-Zion. WTD 4/16/59. Contact Israel Trade Commission, Suite 605, 850 Third Avenue, New York 22, N.Y.

355 Special Industry Machinery

Germany

Rectangular **surface planing machine;** long table **surface planing, jointing machine; combined planer, jointer, foursider;** heavy types. Any quantity. All U.S.–patented. Direct or through agents. Machinenfabrik Gubisch KG. (manufacturer), Kielseng 13, Flensburg. WTD 1/2/62. Illustrated folders.★

356 General Industrial Machinery, Equipment

Germany

Fire hose couplings, valves, nozzles, water type fire extinguishers. Direct or through agents. Zulauf & Cie., KG. (manufacturer, exporter/importer), 21 Borsig Allee, Frankfurt/Main 14. WTD 10/13/60. Catalogs.★

358 Refrigeration Equipment

Israel

Compressors for refrigerators, air conditioners, other cooling equipment. Amcomad, Ltd. (manufacturer), Holon. Send inquiries to Israel Trade Commission, Suite 605, 850 Third Ave., New York 22, N.Y. Telephone: PL 2-5600.

365 Phonograph Records

Israel

Long-playing records, monophonic and stereophonic, including folk dances, folk and children's songs, classical music. Red Arzi, Ltd. (producer), Ramat-Gan. Contact Israel Trade Commission, Suite 605, 850 Third Ave., New York 22, N.Y.

Spain

Flamenco records. Excellent quality. Direct or through agents. Surtex (exporter), Francisco Guzman 1, Madrid 19. WTD 10/4/61.

371 Motor Vehicle Parts, Accessories

Japan

Automatic **headlight dimmer,** "Apollo" brand. New item, favorable reputation. Direct or through agents. Koyo Bussan Co., Ltd. (importer, exporter, manufacturer's agent), Yoneyama Bldg., 5, 3-chome, Kabutocho, Nihonbashi, Chuo-ku, Tokyo. WTD 7/30/59. Price list.★

373 Boatbuilding

England

Fiber-glass sloop, Snapdragon class. Firm wishes to contact U.S. agents. Thames Structural Plastics, Ltd., Grainger Rd. Industrial Estate, Southend-on-Sea, Essex. Specifications.★

391 Jewelry

Israel

Gold **jewelry,** including bracelets, watch bands, rings with semiprecious stones, charms, medallions, ceramic-bead necklaces. Arpaz, Ltd. (manufacturer). Call or write Israel Trade Commission, 850 Third Avenue, New York 22, N.Y.

394 Dolls

Spain

Plastic, rubber, felt, cloth **dolls:** flamenco dancers and other types. Good quality. Direct or through agents. Surtex (exporter), Francisco Guzman 1, Madrid 19. WTD 10/4/61.

399 Miscellaneous Industries

Hong Kong

Cotton shirts, blouses, brassieres; also in good connection with local manufacturers of **plastic toys, imitation jewelry, artificial flowers.** Write to Henry Cooks & Co. (exporter, importer), 516 Central Bldg. (G.P.O. 15039), Hong Kong. WTD 2/24/55.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

N. M. Statham, representing R. & N. Trading Co. Pty., Ltd., 45-47 Wyong Rd., Lambton, Newcastle, New South Wales, interested in direct purchase of **machinery** for production of prefabricated steel buildings. Also interested in concluding a licensing agreement for new **prefabricated steel products.** Jan. 25 via Honolulu for 6 weeks; c/o Australian Trade Commissioners, 153 Kearney St., San Francisco, and 636 Fifth Ave., New York. Itinerary: Honolulu, San Francisco, Los Angeles, Kansas City, Denver, Detroit, Pittsburgh, and New York.

A. G. Whelan, representing Savoy Corp., Ltd., 155 King St., Sydney, interested in obtaining **long-term finance** for Australian companies for whom Savoy acts as finance brokers. Jan. 28 via San

Francisco for 1 month; c/o Waldorf-Astoria Hotel, 50th St. and Park Ave., New York. Itinerary: San Francisco, New York, and Boston.

Congo

Orban Roger Jacques, representing Ets. Orban SCPRL, B.P. No. 2, Léopoldville 1, interested in importing **motorcycles, bicycles, motor scooters, parts, accessories.** Last part of January via New York for 1 month. No U.S. address given; contact U.S. Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York. Itinerary: New York.

Denmark

Knud Laursen, representing his own firm, 9 Skovgaardskrogen, Birkerod, interested in agency connections with manufacturers of **machinery** for sheet-metal-working industries and hand tools. Jan. 31 via New York for 16 days; c/o The Oster Manufacturing Co., P.O. Box 4326, Cleveland 32, Ohio. Itinerary: Cleveland, and New York.

France

Claude T. Roche, representing S. Legrand & Fils (public works and building contractors), avenue Gaston-Lacoste, Pau, Basses-Pyrenes, interested in importing into France and/or agency for **automotive vehicles, replacement and spare parts, accessories,** and **supplies** from U.S. Army surpluses. Feb. 13 via New York for 2 months; c/o Benjamin Moed, 39 Bradford Rd., Scarsdale, N.Y. Itinerary: Feb. 15-16, Hotel Morrison, Chicago; Feb. 21-26, Hotel de Soto, New Orleans; March 4-15, Hotel Tudor, New York.

Gerard Benveniste, representing J. Maurice & Cie., 13-15 rue Poissonniere, Paris 2, interested in unusual **fabrics,** especially woolen and manmade fiber fabrics; requesting technical information on same. Feb. 7 or 8 via New York for 2 weeks; 2435 Waterside Dr., Washington, D.C. Itinerary: New York, Washington, and other cities according to business transactions.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated December 1961 unless otherwise indicated.

American Firms, Subsidiaries and Affiliates—Nigeria.

Boatbuilders and Shipbuilders, Repairers, and Chandlers—Federal Republic of Germany and West Berlin.

Chemical Importers and Dealers—Algeria.

Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories Importers, Dealers, and Manufacturers—Australia.

Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories Importers, Dealers, and Manufacturers—India.

Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories Importers and Dealers—Indonesia.

Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories—Importers, Dealers, and Manufacturers—Paraguay.

Electronic Equipment for Home Entertainment, Phonograph Records, and Prerecorded Magnetic Tapes Importers, Dealers, and Manufacturers—Algeria.

Electronic Equipment for Home Entertainment, Phonograph Records, and Prerecorded Magnetic Tapes Importers, Dealers, and Manufacturers—Ireland.

Electronic Equipment for Home Entertainment, Phonograph Records, and Prerecorded Magnetic Tapes Importers, Dealers, and Manufacturers—Nigeria, January 1962.

Electronic Equipment for Home Entertainment, Phonograph Records, and Prerecorded Magnetic Tapes Importers, Dealers, and Manufacturers—Pakistan.

Farm Machinery and Equipment Importers and Dealers—Nigeria, January 1962.

Feedstuff Importers, Dealers, and Manufacturers—Costa Rica, January 1962.

Feedstuff Importers, Dealers, and Manufacturers—Hong Kong.

Household Appliance Importers and Dealers—Peru.

(See Lists, page 168)

A Directory of

FOREIGN ADVERTISING AGENCIES

AND

MARKETING RESEARCH ORGANIZATIONS

Covers the leading organizations abroad in a position to undertake advertising programs and/or marketing research for U. S. firms interested in foreign trade.

Includes names and addresses, grouped by countries, with information on nationality, services available, area covered, and number of personnel.

Sold by Department of Commerce Field Offices and by the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

45 cents

Attention, U.S. Industry

Raw Materials+Low Cost Labor+Demand Equal Rich Pakistan Market

AMERICAN businessmen are failing to capitalize on the unique opportunities offered to them in Pakistan.

Industrial progress in Pakistan is keyed to the resources and skills of private enterprise. Solid investment and trade opportunities exist and participation by U.S. industry is welcomed.

Neither the size of the population (94 million) nor the per capita annual income (about $60) is a good indicator of the market for U.S. capital, goods, and services. A large, unfilled, and continuing demand for developmental goods and services of all kinds exists within Pakistan.

Investment Climate

The strongest attractions for selective U.S. investment in Pakistan are the apparently boundless sources of certain raw material, low-cost labor, the needs of 94 million people, the absence of local competition in many essential industries, customary large profit margins, substantial amount of local private and public capital, and the emphasis upon private enterprise. In addition, East Pakistan is strategically situated as a base for export to the Far East while West Pakistan is a springboard to Africa and the Middle East.

Deterrents to U.S. investment are the numerous Government controls, some of which are necessitated by the unavailability of sufficient foreign exchange, inability to measure the purchasing power of the consumer market, lack of industrial experience on the part of the Pakistani, the foothold already attained by competing countries, heavy taxes, the official desire for Pakistani equity participation, the uncertainties present in Pakistan's relations with neighboring countries, inter-provincial rivalries, and a growing feeling against the concentration of wealth in a relatively few hands.

Areas for Investment

Virtually all fields are open to both domestic and foreign investors. Under the second 5-year plan however, the Government has indicated those industries in the private sector to which it will give prime consideration. The Government will consider proposed enterprises not falling within the list of prescribed industries on an *ad hoc* basis.

Investments in areas utilizing indigenous materials, especially for export, provide the greatest opportunity and encounter the least governmental regulation. The surface has only been scratched in ascertaining what materials are available and little effort has been made to develop new uses for those materials already available.

Investment Interest

Industries in which considerable Pakistani interest was expressed in obtaining investment included: Agricultural implements, air conditioners, automotive parts, bagasse, cement, chemicals, including agricultural chemical, clay products, construction, dairy products, fisheries, glass, hardboard, jute processing, machine tools, paints, and varnishes, paper, pharmaceuticals, plastics and molded products, pumps, sugar, and all textiles. Interest was expressed also in establishing a joint Pakistani-American department store.

Incentives Offered by Government

THE Government of Pakistan offers a number of incentives to foreign investors. One relates to the convertibility of rupees. There are no restrictions on the remittance of current profits to the country from which the investment originated, and foreign capital in approved industries may be repatriated to the extent of the original investment. All such remittances, however, are conditional on the availability of foreign exchange.

Another incentive is the corporate income tax holiday which is available to Pakistani and foreign businessmen with respect to approved industrial undertakings. This tax holiday is available to industries for 4, 6, or 8 years depending on the areas in which they are located.

Since it is generally accepted by most businessmen that it takes some years to attain a profitable level of operations, the Pakistan "tax holiday," particularly in the areas restricted to 4 years, seems to be a concession yielding limited benefits.

The loss carry-over provision in the

Mission members at Turkham, the Frontier of Pakistan.

Investment Development Mission to Pakistan

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tax law does not include losses incurred during the tax holiday period. The normal corporate tax rate is somewhat lower than that in the United States, totaling about 45%. Substituted for the tax-loss carry-forward from the tax holiday period is a deduction in the subsequent years for the depreciation accumulated during the holiday. The taxpayer begins depreciation on the original (undepreciated) cost of the assets at a prescribed rate using the declining balance method. An additional 25% is also allowed for the first year upon acquisition of any additional asset.

As in the United States, Pakistan grants tax allowances for industries engaged in various fields of mineral extraction. Approved foreign technicians are exempt from income taxes for a 2-year period.

The confinement of the tax holiday to income taxes allows a new business to be subjected to other national, provincial, and local levies—some without fixed limits. Because of the multiplicity of assessing bodies, it is difficult to obtain a comprehensive tabulation of rates or objects of taxation. However, it is significant that a ceiling of 32% on assessed value is imposed by the Central Government for a combination of municipal property taxes, water, conservancy and electricity taxes. The methods of valuation are reasonable and also prescribed by the Central Government.

In addition, the provincial governments levy an urban immovable property tax limited to a top of 16% of assessed valuation. There is also the usual number of license taxes in minor amounts. The whole area of taxing jurisdiction and rate limitations is currently being reviewed.

Of interest to a potential investor is the fact that import duties are rebated when finished goods are exported. Exports are exempted also from sales and excise taxes which approximate 20% of the domestic sales dollar.

Another incentive available to foreign as well as Pakistani investors, is the bonus voucher for exports. This is an export promotion device whereby an exporter is entitled to use a certain percentage of the foreign exchange earned by his exports to import any of over 200 items, primarily manufactured, on a list approved by the Central Government.

Government Controls

THERE is no question but that the top Government policy-makers are attempting to keep controls at a minimum. However, difficulties in controlling the economy and administrative difficulties and inexperience in implementation at the administrative level generate many serious vexations. Time-consuming delays in securing requisite approvals have been encountered frequently by companies seeking establishment in the country. There are frustrating delays following issuance of the sanction. These range from problems of acquiring land to securing release from Customs of business vehicles.

Until a short time ago import licenses for specific commodities in specific amounts were issued for 6-month periods. Now, for many industries, licenses are renewed automatically during a 1-year period as frequently as the specific amount is consumed. However, the Government is not obliged to renew them. It is conceivable that a company could be put out of business by cutting off the importation of necessary raw materials and supplies. This situation could be clarified and a psychological impediment to foreign enterprises eliminated if the Government exempted foreign investors from import license requirements or guaranteed their basic import needs for a long-range period.

A great deal of the frustration from controls might be eliminated if the governing authorities would explain by regulation and code the execution of policy. Leading Government officials are continually striving to reduce obstacles but much remains to be done to make American businessmen feel properly assured.

Indonesia's registered copra exports were substantially lower in September, following a moderate decline in August, according to the Foreign Agricultural Service.

There was also a slight decrease in palm kernel exports but palm oil showed a large gain. Total exports of all three items for January through September 1961, however, were higher than in the corresponding period of 1960.

Pakistan Gets AID Loan For Natural Gas Project

A U.S. Government loan to promote industrial growth in West Pakistan through improvement of natural gas transmission facilities has been approved by the Agency for International Development.

The $2.8-million AID loan will go to the Sui Gas Transmission Co., Ltd. (PIDC House, Kutchery Road, Karachi, Pakistan), a privately owned firm in Karachi. The money will be used to buy, in the United States, equipment and engineering services to set up a compressor station on the Sui-Karachi pipeline.

The loan will be repaid in U.S. dollars by the borrower or by the Government of Pakistan.

Natural gas is one of Pakistan's chief natural resources and almost all major industries planned for West Pakistan will depend on its use either as fuel or as a raw material. The estimated gas reserves in the Sui fields are large enough to meet anticipated demands for at least 25 years.

Facilities for production and transmission already exist. In February 1960 the Development Loan Fund, a U.S. Government agency whose functions have been taken over by AID, signed a $2-million loan to assist the expansion of the Sui Company's gas-purification plant.

As the consumption of gas increases, however, the pressure in the pipeline can no longer be maintained by the free flow of gas into the line. Hence gas compressors are needed to maintain pressure.

Gas Compressors Needed

The new compressor station will be located about half-way between the gas fields and Karachi where many important gas-consuming industries are being located. It will include four 1,250-horsepower compressors with all necessary auxiliary equipment, including pipes, valves, fittings, air scrubbers, aftercooler, electric generating equipment, water-supply and cooling systems, and telecommunication and remote-control systems. Each compressor will have a capacity of 40 million cubic feet of gas per day, at a compression ratio of 1.5 to 1 and a maximum operating pressure of 1,100 pounds per square inch. Normally three of the compressors will be in service and one will be held in standby.

An American consulting engineering firm will be engaged to prepare detailed designs of the station, specifications for the equipment, and bid documents. This firm also will supervise installation of the equipment.

Country With a Future

Profile of a Nation: Pakistan

PAKISTAN, which became an independent nation in August 1947 as a result of the partition of the Indian subcontinent, consists of two areas about a thousand miles apart—separated by India. The economy of the country is basically agrarian, with about 80% of the population dependent upon agriculture. Primary crops grown in West Pakistan, where the climate tends to be hot and dry, are wheat and cotton; those raised in the hot, humid climate of East Pakistan are rice and jute.

Proven mineral resources include large natural gas reserves, some petroleum, chromite, gypsum, limestone, silica sand, fireclay, and low-grade iron and coal. Bauxite, copper, and certain other minerals may become available. Except for natural gas, found in both parts of the country, no significant mineral deposits have yet been located in East Pakistan, although limestone and coal reportedly now have been found in that Province.

Pakistan had virtually no industry at independence but was predominantly an agricultural area producing foodgrains, raw cotton, and jute. Industrial progress has been substantial since that time with the jute and textile industries in East Pakistan and the cotton textile industry in West Pakistan leading the way. The growth of industries in West Pakistan has far outstripped that in East Pakistan, although the industrial sector in the latter now appears to be growing. The Government has consistently favored a strong private sector and welcomes domestic and foreign private investment in virtually all fields.

Pakistan's principal seaport in the West Wing is Karachi, while the chief port in East Pakistan is Chittagong. The principal industrial and commercial center is Karachi. Other important cities include Lahore, the center of much activity involving the great Indus Basin project, Multan, Lyallpur, Peshawar, and Rawalpindi, the provisional national capital. Important centers in East Pakistan include Dacca, the Provincial capital; Chittagong, also an industrial and commercial city; and Narayanganj, a jute industry center adjacent to Dacca and Khulna. Imports are restricted because of limited foreign exchange reserves and virtually all items require import licenses. In recent years there has been some import liberalization, for both quantity and regulation.

Economic Base and Structure

ALTHOUGH Pakistan is still largely an agricultural economy, particularly as regards the East Wing, the rate of industrialization has accelerated spectacularly in recent years. For example, the cotton textile industry at the time of partition had 177,418 spindles and 4,824 looms whereas in 1961 the installed capacity had risen to 1,960,000 spindles and 29,418 looms. Installation of 350,000 more spindles has been sanctioned by the Government of Pakistan.

Similarly, the jute manufacturing industry in East Pakistan has grown from nothing in 1947 to 14 mills producing 265,000 tons of jute goods in 1960. This development alone has enabled the country to move from importing practically all of its cotton yarn and cloth to exporting a substantial amount of jute and cotton manufactures. Another important indicator is electric power, production of which increased from 129 million kilowatt-hours in 1948 to 1,450 million kilowatt-hours in 1960.

The number of manufacturing enterprises in the country with 20 or more workers and using power increased from 2,458 establishments with a combined daily employment average of 290,511 workers in 1955 to 3,465 factories and 449,942 workers in 1960.

National income estimates—at constant prices—by industrial origin included the following for 1960-61 (in millions of rupees with 1949-50 estimates in parentheses): Total, 22,606 (17,238); agriculture, 12,551 (10,462); mining, 66 (23); manufacturing, 3,010 (1,191); Government, 1,342 (808); banking and insurance, 145 (43); transport and communications, 688 (442), services including construction, 1,878 (1,473); rental income, 1,247 (1,005); and wholesale and retail trade, 2,149 (1,607).

Although four-fifths of the population is engaged in agriculture, the output per acre and per man is low, for some crops among the lowest in the world. Each year about 100,000 acres are also being lost to cultivation from salinization and waterlogging. One of Pakistan's basic problems is to increase crop production just to meet the annual growth in population. As it is, a large amount of wheat and rice must be imported. Improvement could be made by wider use of manure, artificial fertilizers, and improved seeds as well as by improved farming practices, including insect and disease control. While some progress is being made, further gains could be obtained through relatively simple means. In addition to producing wheat, rice, cotton, and jute, Pakistan ranks as the world's sixth largest producer of carpet wool and is also an exporter of substantial amounts of hides and skins.

VIRTUALLY all imports into Pakistan must be covered by specific import licenses. These are issued on a c. and f. or f.o.b. basis since insurance must be arranged in Pakistan for all goods except those imported under the U.S. aid program. All import licenses are issued on a worldwide basis except for a limited volume of commodities originating in countries with which Pakistan has made bilateral trade agreements or has accepted tied loans or has arranged triangular aid.

Import duties are applied to most goods and are levied on an ad valorem basis. Some typical rates are 12.5% for most machinery items (7.5% if imported into East Pakistan), 20 to 30% for most chemicals, 12.5 to 20% for most drugs and medicines and pharmaceuticals, 80% for household air conditioners, and 30% for domestic refrigerators.

A single-point sales tax—12.5% in most cases—is levied on most goods, including imports.

Commercial invoices and bills of lading are required and packing lists and certificates of origin are recommended. Sanitary documents are needed for certain items. No consular documents are required.

While some shipments are made on a collection basis, the use of a confirmed irrevocable letter of credit is common and ordinarily is advised. Bills customarily are drawn on D/P (documents deliverable upon payment) rather than D/A (documents deliverable upon acceptance basis). The exchange control regulations ordinarily prohibit advance remittances against goods not yet shipped, but in some cases payment is made after presentation of documents to the Pakistan Embassy in Washington, D.C.

A Treaty of Friendship and Commerce between the United States and Pakistan, entered into force February 12, 1961, covers such subjects as basic personal freedoms, status and treatment of persons and corporations, protection of persons and property, treatment

of imports and exports, and exchange regulations.

The two countries have also entered into a Convention for the Avoidance of Double Taxation which went into effect on May 21, 1959. Among other provisions it covers tax treatment of business, investment and personal service income. Article III provides that industrial and commercial profits of U.S. enterprises which do not maintain a "permanent establishment"—that is, branch, management, factory or other fixed place of business—in Pakistan are exempt from the Pakistan income tax.

Special Factors Affect Market

ONE of the more influential factors affecting the market in Pakistan is the physical division of the country into two sectors separated by the country of India. A market of almost 94 million people on paper, in actuality is two individual markets, each with roughly half that population. Goods produced in one Province must be transported by steamer about 2,000 miles around the tip of India to reach the other. While air transportation is subsidized to ease the burden, the effect on cost is inevitable.

Substantial shipments of food grains have been set to both East and West Pakistan under U.S. Public Law 480 to help meet serious food shortages. As a result of this and other procurement, Government purchases represent a large proportion of Pakistan's total imports. Government agencies purchasing on their own account include the Office of the Director-General of Supply and Development. Posts and Telegraphs, the Railway Boards, Defense, Pakistan Industrial Development Corporation, Pakistan International Airlines, Karachi Port Trust, the Water and Power Development Authorities at Lahore and Dacca, and the Atomic Energy Commission. Most of these agencies invite quotations through international tenders. Actual purchases by various agencies of the Central and Provincial Governments and quasi-governmental bodies may account for as much as one-third of total foreign purchases.

Except, however, for foodgrains, sugar, fertilizer, and coal and coke, import of which are Government monopolies, most imports move through private trade channels. Barter transactions on Government account constitute less than 1% of the value of all imports.

U.S. aid-financed purchases of commodities during the year July 1, 1960–June 30, 1961, amounted to about $88.4 million. Some important items, with values in millions of dollars, included: Petroleum and products, 8.5; iron and steel mill products, 23.8; medicinal and pharmaceutical preparations, 7.3; chemicals, 7.3; rubber products, 4.7; coal tar dyestuffs, 3.6; machinery and equipment, 17.1; and trucks and buses, 7.5. The United Kingdom, Federal Republic of Germany, and Japan have given tied loans to be used for procurement of various types of machinery in the respective countries.

Industrial Development

THE year 1954 was selected as the base for the Pakistan industrial production index. The more than doubling of the index since that time gives some measure of the progress in the industrial sector. To give direction and impetus to industrial development, the Government-sponsored Pakistan Industrial Development Corporation (PIDC) was set up in 1952. Emphasis was placed on 12 major industries to make the country self-sufficient, or largely so, in certain products including jute, paper, heavy equipment, shipbuilding, heavy chemicals, fertilizers, sugar, cement, textiles, natural gas, and certain pharmaceuticals. Considerable progress toward that goal has already been made. Private entrepreneurs have also made large contributions to the private sector, particularly in cotton and jute textile manufacturing which received substantial benefit from the export bonus voucher system.

The Government has declared a policy of dependence on private enterprise for industrial development. The second 5-year plan, for example, envisages a 50% increase in industrial production. The Industrial Investment Schedules contemplate expenditure of about $528 million in the 5-year period July 1960–June 1956. The heavy industries to be developed include steel, steel rerolling, machine tools, shipbuilding, manufacturing and assembly of motor vehicles, polyethylene, soda ash, caustic soda, drugs and medicines, acetate, oil refining, cement, cotton spinning and weaving, jute manufacture, cotton ginning, rice, wheat, sugar and oil mills, tobacco manufacturing, hotels, air-conditioning and refrigerating machinery, and electric motors and transformers.

Investment in small-scale industries, in 73 different fields, include fruit and vegetable canning, dairy and fish products, silk reeling, leather goods, soap manufacturing, pottery, sports goods, carpets, and printing.

Agricultural Development

Development of agriculture in Pakistan has been unsatisfactory. For example, it has been officially recorded that agricultural production improved little during the first 5-year plan. As a consequence, major emphasis has been placed on agriculture in the second 5-year plan and self-sufficiency in foodgrain production by 1965 is the main objective.

Pakistan is tackling its waterlogging and salinity problem but considerable time is required to show tangible results. Since yields are so low, application of simple improvements could show immediate results. However, the basic difficulties of lack of organization, shortage of technical personnel and inability to reach the farmer which have hampered earlier efforts still remain unchanged. Until agriculture production is increased, demands of the steadily increasing population will far outstrip indigenous supply and continue to necessitate the need to import vast quantities of foodgrains and other agricultural products.

Method of Operation

WITH the assistance of the U.S. Embassy and consular posts in Pakistan and with the full cooperation of the Government of Pakistan, the Investment Development Mission consulted with Government officials concerned with investment, trade, and economic planning; met with chambers of commerce for general discussions on possibilities and problems of investment and trade; conducted meetings on special aspects of investment and trade development with groups of Pakistani businessmen, and consulted privately with hundreds of Pakistani businessmen on their investment and trade proposals to U.S. businessmen and on the 79 specific business proposals offered by American companies.

Objectives

With the conviction fully shared by Pakistan that the driving force, flexibility, and varied resources of private enterprise are the most effective tools with which to build a sound economy, the Mission strove to develop the largest possible number of mutually profitable investment and trade opportunities. Its findings, which offer the American business community a candid analysis of those opportunities and of business conditions in Pakistan, are the result of a frank exchange of views with many Pakistani businessmen and officials.

By businessman-to-businessman discussions, the Mission made known the kinds of profit-and-loss data essential for serious consideration of a business arrangement by U.S. investors, offered expert assistance in making contracts with American companies for trade as well as investment purposes, and advised Pakistani businessmen on effective presentation of their business proposals. The Mission also discussed a wide range of commercial interests of mutual concern, including information on the United States as a source of supply and as a market.

U.S. exports of cotton (all types) in November 1961 totaled 402,000 running bales, the Foreign Agricultural Service has reported.

This figure is one-third larger than shipments of 301,000 in the preceding month, but 44% below November 1960 exports.

Attention, U.S. Companies

Chemical, Plastics, Pharmaceutical Industries Needed in Pakistan

AMERICAN chemical companies must act soon if they are to participate in the chemicals, plastics, and pharmaceuticals market of Pakistan, for it is fast being developed by other foreign manufacturers.

Pakistan needs development in these fields although currently the purchasing power of the average person for these products is small. Imports total about $35 to $40 million a year, principally pharmaceuticals; caustic soda; sodium bicarbonate; sodium hydrosulphite; sodium carbonate; ammonium carbonate; bleaches and bleaching powder; calcium carbide; quinine sulphate; quinine hydrochloride.

Indigenous plants exist for fertilizers, insecticides, penicillin, alum, sulphuric acid. The country is self-sufficient at present in sulfuric acid, soda ash, nitrogen, and phosphate fertilizers.

It is apparent that German and Japanese firms are pushing vigorously ahead to sell and to manufacture chemicals, plastics, and pharmaceuticals in Pakistan.

WEST Pakistan is the more industrialized and up-to-date of the country's two Wings and has greater mineral resources. Several large-scale projects are either under consideration or agreed upon in West Pakistan. Whether the market will support such projects is difficult to say.

The gas fields at Sui will be the basis of a petrochemical industry. The gas is nearly pure methane. Approval reportedly has been given for an acetylene plant to a German and Pakistani consortium. A PVC plant and a polyacrylonitrile plant have been approved also and certain Pakistani businessmen would like to find partners for these ventures.

A need exists for at least 10 to 15 thousand tons of caustic soda. There is a good supply of salt from mines between Lahore and Rawalpindi and some sea salt at Karachi. The problem is finding uses for the byproduct, chlorine.

The Mission reports a number of proposals for insecticide and pesticide plants. There seems to be a need for enlarged operation although the Government represents the only market at present.

A considerable market exists for a broad line of pharmaceuticals. Several competent Pakistan pharmaceutical companies are seeking joint ventures which will bring a broad line of formulas and patented pharmaceuticals into the country. The industry appears to have been hurt recently by "dumping" from European manufacturers and if the Government institutes a program of protection (which appears likely) this market could be rather quickly saturated by the production of the five U.S. companies already established, plus that of Pakistani and foreign manufacturers. There are a number of herbs and plants in West Pakistan which could form the basis of an export industry in crude drugs and, if refined, could find a good market for export.

The plastics industry is now confined largely to the molding of small items, such as combs, small bottles, soap dishes, etc. There is definitely room for larger moldings of pipes and containers, blow moldings, reinforced plastics, PVC sheets, compression moldings, and reinforced plastics. There are possibilities also for rayon fiber, carbon black, potassium gluconate, citric acid, potassium chloride, and chlorate from indigenous materials

THE chemical industry in East Pakistan is practically nonexistent. Two gas fields are producing limited quantities of almost pure methane gas and a large find near Sylhet has been reported. It would seem that a chemical industry based on indigenous agricultural products, such as sugarcane, bagasse, linseed, mustard, and rape seed would have some chance of success.

Several potential pharmaceutical projects are under way in East Pakistan. They offer an opportunity for an American pharmaceutical company to join forces with them. One German and two British pharmaceutical firms are negotiating for locations in East Pakistan.

The chemical, pharmaceutical, and plastic industries are fertile fields for joint ventures or for investment, provided one has the patience and the ability to start small and grow large but still be flexible. There are but few places where a large plant is justified. Labor costs are low and people are intelligent, quick, and facile.

U.S. group examine model of Adamji Industries Ltd. Nowshehra.

Pakistan Handicrafts Intrigue U.S. Mission

A U.S. market is already established for a number of items, such as sporting goods and surgical instruments, and many other small products should have good sales potential—particularly those made for generations by village craftsmen for cottage industries.

Among the products of small industry, the Mission reported the following items to be of interest for the American purchasing Pakistani goods:

Pakistan ceramics have a tradition of 7,000 years and their distinctive character is expressed more in form than in color and ornamentation. Peshawar is known for ovenbaked pottery and Bahawalpur for delicate natural colored ceramics.

Handblocked silk and cotton materials with authentic native and historical designs should also have a market in the United States for draperies, sport clothing, dresses, etc. The designs should be adapted to various uses, but only in coloring, spacing, and size of print, without losing the indigenous character.

Silk and cotton muslins from East Pakistan are interesting because of the fine quality and design.

Carpet craft in Pakistan is older than history. It is done in leather, felt, woven, knotted carpets and, recently, also in jute carpets. Cotton carpets from Multan, called Khes, in soft colors can be used for upholstery, bed spreads, and slip covers. Ralee, a patchwork quilt made in Mehran can be used for cushion covers, table covers, sportswear, and skirts. It usually has a black base with patches of cloth in fascinating compositions of colors and geometrical designs.

Oriental rugs in Bokhara designs and colorings are made in popular sizes for the U.S. market at favorable prices.

Pakistan green and grey marble and Baluchistan shaded marble are ideal for table tops and gift items like ash trays, cigarette boxes, lamp bases, all hand carved. Most attractive of all Pakistani woodwork are the brass and ivory inlaid tables, trays, and small objects. Prices are reasonable enough to encourage importers in the United States.

Embroideries on all kinds of women's apparel should attract U.S. buyers. Exotic bead and Zari (gold and silver embroidery) handbags make charming accessories.

Swat zari caps with metal thread embroidery are already being sold in considerable quantities to the United States. Fancy embroidered ladies' shoes and sandals are excellent for house slippers, beach and evening wear. At the Khyber Pass the men wear camel hair overcoats with hand-embroidered collars, sleeves, and medallions on the back. They could be modified for sportswear, like car coats, ski suits, etc., and would have a definite sales appeal in the United States provided prices could be kept at the present level and delivery assured.

Mission members inspect Pakistani handicrafts at the Government Handicraft Depot, Peshawar.

Kashmir shawls, stoles, head scarves, and evening jackets with beautiful gold, silver and multicolor hand embroidery are sure sellers in the United States. They are made in a wide variety of designs and in all sizes. The best basic colors are black and white. Prices are reasonable if purchased directly from the original sources.

Hala and Kashmore are well known for *lacquer work* used on papier-mache and wood, with hand scratched ornamentation. These make beautiful decorative pieces from powder boxes to tables. Very attractive furniture from Hala and Kashmore, designed into arm chairs, for example, could be sold in the United States.

There are many more products made by the Pakistani cottage industry such as silver costume jewelry, hand-beaten brass and copper ware, silverware, camel-skin work, cane, bamboo and grass products used for lamp shades, window shades, and mats. With care, they can all be developed into foreign exchange earning export industries.

U.S. corn exports in July-November 1961 totaled 3 million tons—25% over the 2.4 million exported in 1960.

Facts About Pakistan

Area.—West Pakistan, 310,236 square miles; East Pakistan, 54,501 square miles.

Population.—In 1961: West Pakistan, 42.9 million; East Pakistan, 50.8 million.

Principal Cities.—Karachi, 1,916,000; Lahore, 1,297,000; Dacca, 558,000; Chittagong, 363,000.

Foreign Trade.—In 1960: Exports, $395 million; imports, $653.5 million; U.S. share of imports, $162.6 million (25%).

Principal Imports. — Machinery, foodgrains, metals, ores, petroleum products, vehicles, chemicals, drugs, and medicines.

Private Foreign Investment.—In 1960: Total about $400 million; U.S., $34 million.

Industry.—Jute and jute manufactures, cotton yarn and cotton textiles, cement, paper, sugar, metalworking, and chemicals.

Transportation.—Railways: West Pakistan, 5,362 miles; East Pakistan, 1,682 miles. All-weather roads: West Pakistan, 8,240 miles; East Pakistan, 760 miles. Inland waterways: East Pakistan, 2,600 miles. West Pakistan and East Pakistan: Motor vehicle registration, 89,610; passenger cars, including taxicabs, 47,888; trucks, 17,630; buses, motorcycles, and related vehicles, 24,092.

Joint Ventures

Foreign Capital Sought in Pakistan For Industrial Development

THE Pakistani businessman takes it for granted that joint ventures are necessary for his entry into new enterprises, a situation he attributes wholly to the shortage in foreign exchange. He assumes that the capital contribution of the foreigner will be in the form of assets unobtainable in Pakistan and that the Pakistani partner will supply the land, working capital, and all other locally obtainable assets. He recognizes that the desired know-how for installation and continued operation should be a factor in the determination of equity interests.

This "forced" joint venture, together with Government selection of industries which will receive official sanction, has sometimes resulted in unnatural choices as to which industries to enter and has placed an exaggerated emphasis upon the value of the local contribution in the form of rupee capital and sanctions already secured. In turn, this makes even greater the continuously expressed need for contribution of know-how on the part of the U.S. investor.

Since a foreign investor can actually acquire a sanction without having a Pakistani partner and can provide all the capital necessary in the form of equity and loan, it is questionable whether the intangibles contributed by that Pakistani investor who has no business experience or technical know-how are sufficiently attractive to warrant a joint venture.

THERE seems to be a virtually unlimited amount of local joint-venture capital available. Banking references were given freely to the Mission in support of representations as to financial ability. In private interviews throughout West Pakistan proposals entailing the use of loaned funds were rare or even nonexistent. In East Pakistan, however, it was apparent that private capital was more limited and that many a Pakistani partner would rely upon local financing for his share.

The Pakistani's case for a joint venture to the U.S. businessman is often understated because of lack of experience in the financial field and unfamiliarity with the services and competency of professionals. He is reluctant to pay for professional help in preparing a feasibility study and believes a banking reference should be adequate instead of the certified financial statements to which Americans are accustomed. In fact, the credibility of a substantial number of the few certified statements available has been questioned by some sources. Further, bankers have not adopted the custom of requiring and relying upon these statements in dealings with the borrower. As in the case of transactions between businessmen themselves, reliance is placed almost exclusively upon reputation in the community and bank references.

LARGE sums of U.S. funds are available in Pakistan for loans to Americans doing business, alone or in joint ventures, in Pakistan. *The usage of these funds must be approved by both Governments, Pakistani approval being conditioned upon conformity with the planning of the economy.* It is undeterminable whether competition with existing enterprises influences the Government's thinking in granting approval. *Undoubtedly U.S. contribution of know-how in the underdeveloped industries is a strong factor in securing such loans.* Few Americans apparently are aware of this avenue for financing because there have been few applications by new businesses for funds in the last 2 years. Foreign investments can be insured and the scope of coverage has just been increased to eliminate some of the more-feared risks.

Interest was expressed by Pakistani businessmen in joint ventures in the following principal industries: Cement, glass, sugar, food processing, clay products, transportation, construction, and paper manufacturing. The requirements, both present and future, are such that these industries have great potential.

Cement construction activity will be climbing steadily for years to come. In West Pakistan, huge requirements must be provided for the Indus Basin projects and related activity. Limestone, gypsum, fuel, power, and transportation are readily available in the Province. Ready-mix concrete is unheard of.

In East Pakistan requirements for cement already exceed present production and new and substantial needs will be forthcoming. The use of concrete for roads has virtually been dictated by the severity of the monsoons and the projected growth of port facilities will require large amounts of cement. Costs of production should enable a producer to manufacture cement at a price competitive with any country in the world.

The glass industry is an excellent possibility as the basic raw materials are all readily available within the country. In East Pakistan a sheet-glass plant has been in business about a year, producing a good product and already exporting to Burma and Ceylon. There are numerous container plants throughout the country but with little or no mechanical equipment. The glass manufactured in these plants is hand blown and all the output is immediately sold. This industry truly represents a potential for a joint venture, combining American equipment and know-how with Pakistani labor, established markets, and material sources.

The sugar industry is on the rise and there is no reason why this country could not be producing all its own needs as well as exporting to other countries. Some governmental assistance will be required to insure the production of ample cane. In addition, the byproducts in this industry apparently have been wasted in the past and are available for further processing.

Food processing is also wide open, with an emphasis on fish of all kinds, fruit, and dairy products. The market and material sources are there and this potential will grow.

Clay is plentiful in both East and West Pakistan but the industry requires expansion in all sizes and shapes of tile. The clay also should be investigated for possible use in the lightweight aggregate field. In East Pakistan, there is a huge area where no aggregate is found naturally. Ballast for the railroads is imported granite. A new steel industry would possibly make available some slag that could be used in manufacturing concrete masonry.

Imports of U.S. cotton into Sweden more than doubled during the first 3 months (August-October) of the current season, compared with the same period of 1960-61, the Foreign Agricultural Service reports.

Imports from all sources rose 73%. Much of the increase is due to the arrival of U.S. cotton purchased before August 1, 1961, and shipped on or after that date to take advantage of the higher U.S. export payment rate.

Export Opportunities

Pakistan's Buying Power Gains As Balance of Payments Improves

The United States currently is Pakistan's most important source of supply.

This favored position is the result of heavy shipments of agricultural commodities under Public Law 480, and a continuation of substantial American economic aid coupled with the requirement that U.S. aid-financed imports into Pakistan be purchased for the most part in the United States.

Pakistan's ability to buy abroad has expanded recently as its balance of payments position has improved, reflecting accelerating industrial production, higher export earnings and increased foreign assistance. The Government began relaxing import restrictions in 1960 and large numbers of items were placed under automatic licensing—i.e. an importer may apply for a second license after the first license is properly utilized. Imports were further liberalized in 1961.

All of these factors plus heavy expenditures under the second 5-year plan and progress on the giant Indus Basin Project, should contribute toward a continued high level of U.S. exports in the near future. Pakistan purchases of privately financed goods, however, constitute only a minor portion of total U.S. exports to Pakistan.

The U.S.-aid program in Pakistan favors the American supplier and should materially contribute to the establishment of a good permanent commercial relationship with Pakistani importers, industrial users, and consumers; however, many U.S. suppliers are failing to capitalize upon the unique opportunity presented them.

The Mission received numerous complaints of high U.S. prices, delivery of goods not up to specification or sample, inability or indifference of U.S. suppliers to meeting other than U.S. specifications, and the failure of companies to respond to requests for quotations, catalogs or other information.

U.S. suppliers and exporters should carefully review their position in this market. Those who are not selling in it should consider doing so for it is one of good potential. Aggressive agents should be appointed, preferably in each of the two Provinces. American representatives should visit the country on a regular basis; attention should be paid, wherever possible, to orders requiring other specifications or special treatment; an effort should be made to make prices, services, and deliveries competitive; catalogs and technical data should be freely supplied and all correspondence promptly answered. At the present time, German and Japanese suppliers are using such procedures to good advantage.

Items Offering Special Opportunities.—Iron and steel products, transportation and communication equipment, pharmaceuticals, chemical specialties, construction, mining, and earth-moving equipment, refrigeration and airconditioning, food processing machinery, mineral oils, electrical goods, and nonferrous metals and manufactures.

Consumer Goods and Specialty Items.—It will be difficult, at present, to materially increase exports of consumer goods from the United States to Pakistan. Import of manufactured consumer goods into Pakistan is greatly affected by import licensing. Some import licenses are available against export bonus vouchers and are legally sold on the open market; however, they are valid only for a restricted number of items. Prices of many consumer imports are adversely influenced by high taxation, customs duty, and excises. One possibility for U.S. exports lies in the opening of department stores in joint ventures with Pakistani firms. Such a venture should be eligible also for the tax and other incentives offered to industry.

U.S. firms who appoint resident agents in Pakistan should ascertain the adequacy of their representation in both East and West Pakistan and may even find it desirable to have separate distributors for each Wing.

Pakistan a Major Mart For Many Metal Products

BOTH East and West Pakistan present unusual opportunities for the manufacture of metal products, a fact that can be ascribed to the steel mills planned at Chittagong and Karachi, and to the potential market for agricultural implements, household appliances, transportation equipment, and machinery and repair parts for the textile mills and existing metal working enterprises, all of which rely presently upon imports to fill their needs.

An unusual awareness by Government officials and businessmen exists in all sectors of the business community of the need for development of the metals industry as a positive encouragement to industrial development in the fields mentioned. As metal in the form of a raw material becomes more available, the need for tools, dies, and machines for mass production of quality products of a standard design and detail at low cost for profitable sales will naturally follow.

In addition to supplying an important domestic market, there is the possibility of meeting the needs of the Middle and Far Eastern countries at a cost competitive with that of other suppliers. Opportunities are available for American concerns through joint ventures, in the supply of machines, technical assistance and know-how and managerial skills in all fields of metal fabrication. For example, weather conditions provide a tremendous field for rustproof metals such as aluminum in the housing fields. Much interest was also shown by local engineers in developing present facilities and in new ventures for the roads and transportation facilities. An unusual opportunity is presented also for manufacture of trucks and construction equipment, and, in East Pakistan, in the field of water transportation.

Farm Implements Needed

Opportunities exist in East Pakistan for production of agricultural implements such as pumps, small tractors,

U. S. Business Participation in TRADE FAIRS ABROAD

A booklet giving basic background information . . . a list of recurring fairs and exhibitions . . . reports from some U.S. firms that have participated.

Sold by Department of Commerce Field Offices and by the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

15 cents

Country Moving Its Capital

Pakistan Is Land of Opportunity For American Engineers

PAKISTAN is truly a land of opportunity for the American consulting engineer. The need for U.S. assistance in the consulting engineering field in Pakistan is apparent in every area.

Much of the work in the next few years will require the larger types of firms. The possibility for smaller projects lies in architectural engineering combination, town planning, industrial feasibility, and market analysis. In several years numerous projects will exist, such as small airports, roads, bridges, sewage disposal plants, water supply facilities, electrical distribution design, and industrial estate planning.

IN the public sector there is an immediate requirement for engineering services. In conjunction with the West Pakistan Indus Basin Project, as the town planning progresses, there will be requirements for streets and roads, water and sewage, gas, street and highway lighting, and power distribution.

The mighty rivers in East Pakistan are about to be harnessed for power and flood control and many projects are to be commissioned to engineering firms.

Projects for shipping, bridges, irrigation canals, airports and roads are all in the plan for development that is being carried out. The East Pakistan WAPDA office in Dacca and is a must for engineering firms looking for possibilities in Pakistan.

A study completed of all fields of transportation indicates a requirement for expenditure of $750 million in the next 10 years. Design for this work has barely started.

The country's capital is being moved from Karachi to near Rawalpindi. Possibilities for engineering services here cover almost every field of the profession.

IN the private sector, there is an industrial development explosion with an emphasis on joint ventures with foreign manufacturers. Capital is available from the Pakistani as well as many lending agencies. Much of the engineering required, plant design, plant layout, equipment design, process engineering, etc., will be provided as part of a "package deal." Feasibility studies will be required to determine size and production capacities. Training programs for plant operation and maintenance are part of the contribution provided by the foreign partner. New products, new methods and ideas concerning the use of indigenous materials must be forthcoming and the Pakistani is aware that it will have to come from abroad.

Shortage of talent for performing feasibility studies, market analysis, and basic presentation material is acute. The Pakistani businessman never has been required to develop information as to raw material requirements, utility requirements, material inventory, processing costs, transportation costs, markets, selling prices, competition, future growth, working capital, total product costs, taxes, insurance, depreciation, gross profit, net profit, and projected profit.

Engineers Needed

Pakistan provides many advantages for the U.S. engineering firm. A great need exists and will be for years to come. In most instances U.S. firms here have done an excellent job. The laws make definite concessions for technical employees, indicating a realization of the importance of this field. Finally, the country is on the move, and the forward-looking firm will see progress and the fruits of its efforts in a short time.

Efforts are being made to correct some of the difficulties. Decisions are sometimes difficult to obtain and normal U.S. time tables may prove hard to meet. Climatic conditions are adverse in some areas. Construction methods are different and should be considered in design. There are still material shortages and a lack of maintenance facilities.

U.S. engineering firms also face foreign competition. Some foreign equipment firms are providing "engineering" practically free. The Pakistani must be made aware of the advantages of American engineering and the American engineer must look candidly at his fees, costs, and performances.

Unfortunately, there are not yet many Pakistani engineering firms of the size that would merit a joint venture. There are many projects, however, which would require American-Pakistani collaboration with the Pakistani counterpart providing drafting talents, liaison personnel, some job supervision and/or some design capability.

tillers, shovels, spades, hoes, rakes, and various small, uncomplicated types of farm tools. Large sums have been assigned by the Government for this part of the country's 5-year plan. Officials have indicated they prefer that an American enterprise form an integrated company to produce types of equipment used in the agricultural field. They are prepared to offer special concessions and assistance in securing raw material and machinery, import certifications, and aid in getting the plant and program started. Moreover, a contract is promised for all of the East Pakistan Government's annual agricultural requirements and special aid is promised in securing land and buildings.

Considerable complaint was registered by Pakistani businessmen about the lack of attention by Americans to inquiries for prices and information on American-made products and machines. These complaints were particularly directed to manufacturers of steel and machine tools. Another source of complaint was that American manufacturers of pipe and cast iron fittings and valves returned their inquiries without action. The reason given for not quoting was that none of the American firms desired to quote on products requiring British standard threads.

Investment Mission Statistics

The Mission toured Pakistan from November 6 to December 15, 1961, and visited Karachi, Lahore, Peshawar, Rawalpindi, Dacca (Narayanganj), Chittagong, and Karachi.

Trade Information Centers and commercial libraries in Karachi, Lahore, and Dacca were manned by Mission members.

Meetings were attended by 1,365 persons, a total of 341 Pakistan businessmen were interviewed, and 27 plants were visited.

The Mission presented 79 business proposals submitted by U.S. firms. Approximately 263 trade and investment opportunities were reported.

Joint Ventures Proposed by Pakistan Producers; Ask Capital, Machinery

NUMEROUS opportunities for investment of U.S. capital through joint-venture participation in new enterprises in Pakistan or for expansion and diversification of existing manufacturing operations were developed through interviews with businessmen when the U.S. Investment Development Mission toured Pakistan recently. Producers in Pakistan also are interested in U.S. machinery and technical know-how.

In addition, a variety of export, import, and agency opportunities were generated by the Mission.

The leads now reported represent an initial list; additional opportunities will be published in subsequent issues of Foreign Commerce Weekly.

World Trade Directory Reports (WTD), if available on the firms listed, are indicated by date of issue. WTD reports, if not now available, will be prepared on request through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each.

In a few instances, indicated by a star (★), additional details on the trade leads which follow may be obtained from the Office of Trade Promotion, Bureau of International Business Operations.

Investment Opportunities

013 Livestock Farms

Importer wishes joint venture in poultry and dairy farm business. Farms to be located in Karachi suburbs. Requires chickens, cattle, and machinery. Has own capital for real estate, buildings, and operations. Colony Mills Store Co., 28, Pak Merchants Association Bldg., Nicol Rd., Karachi 2.

091 Fish

Trawler operator seeks joint venture for shrimp enterprise; also desires oceanography assistance as well as $600,000-$800,000 capital investment. Owner has freezing plant aboard and offers to duplicate in rupees the amount of dollars put into business. Lawrence Manbody, Engineering & Trading Corp. (Pak), Ltd., Dunolly Rd., Karachi.

Fish products enterprise wants investment of $157,500 for 3 trawlers equipped and built in Pakistan; also needs captain and 2 crewmen for each vessel. Offers exclusive contract for sardine and shrimp operations. Net worth reported at $6 million. Abdul Kader A. Jaffer, Jaffer Bros., Victoria Rd., Karachi.

203 Canning and Preserving

Pharmaceutical operation seeks joint venture of technical know-how and financial participation for a canning and freezing plant for fruit and vegetables. G. G. Hussain, General Tractor & Machinery Co., Ltd., Osman Chambers, Victoria Rd., Karachi 3.

208 Beverage Industry

Firm seeks joint venture to produce soft drinks from mango and other native fruits. Particularly needs know-how and equipment. Western Traders, 38 Lakshami Bldg., Bunder Rd., Karachi.

228 Yarn, Thread Mills

Firm seeks joint venture to produce fine yarns from U.S. cotton. Needs machinery with 25,000 spindles that can process 6,000 bales annually supplied under P.L. 480. Has adequate capital available for operations. Estimated machinery cost at $600,000. Pak Mercantile Corp., 93 Nicol Rd., Karachi.

252 Steel Furniture

Manufacturer of steel furniture, doors, and windows seeks joint venture to modernize and expand. Owns building and land outside Chittagong in an 8-year tax exemption area. Sheet Metal Industries, 87 Sadarghat, Chittagong.

265 Paperboard Containers

Printing suppliers seek joint venture to manufacture high-grade bleached paper. Want partner for machinery. Lalla & Co., Hospital Rd., Lahore.

266 Building Paper, Board

Textile enterprise seeks joint venture for manufacture of hardboard. Requires $1 million for equipment and cash to be matched in rupees. No present plant in Pakistan; to be located near Rawalpindi with already secured Government clearance. Also needs technical assistance. 1960 volume of business in textiles 10 million rupees. M. M. A. Ahmed, Atlas Industrial Corp., McLeod Rd., Karachi 2.

281 Organic, Inorganic Industrial Chemicals

Indent agent seeks investment of foreign exchange, part shares and loan, for controlled imports of 300 tons of sodium hydrosulfite a year. The assured market in Pakistan can be extended to Ceylon and India. Estimates yearly sales of $600,000 with a 30% return backed by government support. Babjally Jinnah, Hinnah & Co., Bellasis St., Karachi 1.

Importer of wireless and telecommunication equipment seeks joint venture in chemicals, particularly sulfur products. Amir Sultan Chinoy, Pak Chemicals—International Industries Ltd., Hakimsons Bldg., 1 W. Wharf Rd., Karachi.

282 Plastics, Synthetic Resins, Plastic Molding

Works seek joint venture to produce basic raw materials. Company now in injection molding and extruding, using cellulose acetate, polyethylene, and polystyrene. Also require technical assistance. K. A. Zaidi, Inssaf Plastic Works, Ferozepur Walla Chambers, Bunder Rd., Karachi.

Established firm seeks joint venture for manufacture of epoxy resins. S. M. Jamil, Crescent Paints, Karachi.

Firm seeks joint venture to manufacture large diameter pipe, large blow moldings, large injection moldings, polyethylene coated paper, and related items. Now produces 200 tons of polystyrene and polyethylene a year. Plastico Industries, Valika Chambers, Bellasis St., Karachi.

283 Drugs

Firm of importers and exporters seeks joint venture for production of cough medicine. Messrs. Zadar R. Khan & Faroqi, Alcos (Pakistan), 4-sheiki Market-Denso, Bunder Rd., Karachi.

Promoter seeks licensing arrangement, to include know-how and machinery, for pharmaceutical production. Volume of such sales for company reported at $100,000. Can finance plant construction and will pay expenses of survey in Pakistan. Malik Ismail, Western Trades Co., 38 Lakshmi Bldg., Bunder Rd., Karachi.

Manufacturers' representatives seek joint venture to produce pharmaceuticals. Assert sizeable market selling about 1.5 million rupees of material a year. Orient Trading Corp., Hemani Mansion, Bunder Rd., Karachi.

Manufacturer seeks joint venture for use of a well-known name and know-how in production. Present annual sales of $200,000. Does not need foreign exchange. Punjab Drug House, 42 Nicholson Rd., Lahore.

Established pharmaceutical manufacturer seeks licensing arrangement to produce U.S. pharmaceuticals. Not interested in joint venture. Schzaoo Laboratories, Ltd., Grand Trunk Rd., Lahore.

285 Paints, Varnishes

Paint enterprise seeks joint venture for manufacture of industrial, marine, and automotive paints, as well as latex. Production to start in January with 10,000 gallons monthly and plant capacity of 30,000 a month. Also requires technical assistance. Mr. Tiwana, United Paints (Pak), Ltd., Carstairs & Cummings Bldg., W. Wharf Rd., Karachi 2.

Importer of industrial and consumer goods seeks joint venture to produce

paints and varnishes; also requires technical assistance. National Trading Co., Hospital Rd. (Anarkla), Lahore.

287 Agricultural Chemicals

Distributor, mostly to Pakistan Government, seeks license to manufacture a brand name insecticide. S. Zafar Ali, Modern Trading Co., Ghafur Chambers, Victoria Rd., Karachi.

Import and export house seeks joint-venture capital for manufacture of DDT and BHC insecticides; also requires technical knowledge and machinery. Does not require foreign exchange. S. H. Ali, M/S Isaac Corp., Nadir House, McLeod Rd., Karachi.

Representative and pharmaceutical partners seek joint venture in production of agricultural chemicals. Need technical know-how and financial participation. G. G. Hussain, General Tractor & Machinery Co., Ltd., Osman Chambers, Victoria Rd., Karachi 3.

289 Printing Inks

Importer of industrial and consumer goods seeks joint venture to produce printing ink; also requires technical assistance. National Trading Co., Hospital Rd., Anarkla, Lahore.

Printing ink and paint producer interested in joint venture, wishes to produce synthetic resins of the alkyd type from linseed oil and prepare paste and glue from rape and linseed oils, as well as deolification of seed cake for fertilizer. Pak Process Industries, Postagola, Dacca 4.

306 Rubber Products

Cotton products exporter seeks joint venture to produce rubber beltings. Estimates requirements at $2 million with half for machinery. Also needs know-how. Raw materials and operating capital available in Pakistan. S. M. Fazail, Ltd., Mandviwala Bldg., 124 Bunder Rd., Karachi 1.

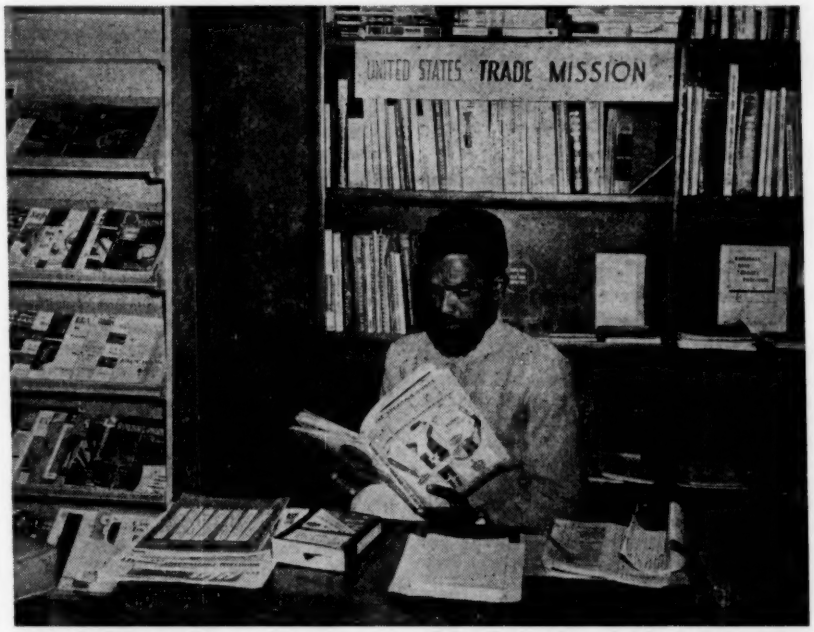
322 Glass, Glassware

Glass plant director seeks joint venture to manufacture ampoules and vials. Has detailed market analysis and would have 6-year tax exemption. Estimates value of project at $1.5 million. Tajamul Husain, Aratu, Ltd., Serai Rd., Karachi 2.

Manufacturer seeks joint venture to expand production. Present production 15 tons daily with capacity of 17. Now makes bottles and manually blown wares. Wishes also to produce vials. Estimates cost of expansion at $500,000. Indas Glass Works, Ltd., Hyderabad.

323 Glass Products of Purchased Glass

Former Indian producer of vials and tubes seeks joint venture to produce these items in Pakistan. Needs machinery and technical assistance. Can raise $750,000 which would comprise half the company's value. Tajamul Husain, Taj Glass, Ltd., Serai Rd., Karachi 2.



Pakistani businessmen use reference and trade books in the special trade library set up by the Mission.

324 Cement

Company wishes to sell two Indian-owned cement plants and seeks joint venture with U.S. firm for expansion. J. C. Dawar, Dalmia Cement, Ltd., Karachi 12.

327 Bricks, Tile, Concrete Pipe

Cotton products exporter seeks joint venture to produce building bricks, tiles, and related construction items. Estimates plant cost at $2 million with half for machinery. Also needs know-how. Raw material and operating capital available in Pakistan. SM Fazail, Ltd., Mandviwala Bldg., 124 Bunder Rd., Karachi 1.

Construction company wishes joint venture to manufacture reinforced concrete pipe for water purification. Zenith Engineering Co., Dost Bldg., MA Jinnah Rd., Chittagong.

331 Rolling Mills

Manufacturer of steel bars, rounds, squares, and angles, seeks joint venture of 50%. Wishes to expand plant facilities to include tools, dies, and small motors. Land available. A. Ismailjee & Sons, Ltd., Rawalpindi & Badami Bagh, Lahore.

342 Hand Tools

Machinery importers seek joint venture to produce hacksaw blades. M. Farrukh Beg, Iezed—Importers & Exporters, 127 A. Muhammadi House, McLeod Rd., Karachi.

343 Heating Apparatus

Exporting and importing firm, with government license to establish, seeks joint venture to manufacture hot water heaters, vacuum bottles, and electroplating processes and equipment. Plant under construction; needs technical assistance. Seth Bros. Co., Hassanali Effendy Street B., Karachi.

344 Fabricated Structural Metal Products

Fabricator of light steel products seeks joint venture of equipment and know-how to produce slotted steel angles for portable buildings. The Pakbay Co., Ltd., Narayanganj, Dacca.

349 Fabricated Metal Products

Producer with net worth of $300,000 seeks joint venture for technical know-how and equipment to produce tanks, pipes, fittings, pulleys, bolts, and related items. Current annual sales $300,000, with net profit of 15%. Munir Ghulamhusan Patel, Central Mechanical Engineering Co., Ltd., Near Ghandi Garden, Karachi.

Producer of small-size tubing seeks joint venture with U.S. manufacturer of large-size standard welded tubing. K. M. Muneer, Hyeson's, L. Markaz, Bunder Rd., Karachi.

352 Farm Machinery

Agricultural chemical and small tool producer seeks joint venture for technical know-how and financial participation to manufacture agricultural instruments. G. G. Hussain, General Tractor & Machinery Co., Ltd., Osman Chambers —Victoria Rd., Karachi 3.

354 Machine Tools

Prospective manufacturer of drills, tools, taps, and dies seeks joint venture to include machines and equipment. Plant under construction. Great Tara Engineering Works, Lahore.

355 Special Machinery

Dealer in industrial and consumer goods seeks joint venture to produce bookbinding cloth machinery. Requires know-how. National Trading Co., Hospital Rd. (Anarkla), Lahore.

357 Office Machinery

Electronics distributor seeks joint venture and technical know-how for production of typewriters, duplicators, and copying machines. Land and buildings available. Potwar Corp., Ltd., 64/9A Edwardes Rd., Rawalpindi.

358 Refrigeration

Frozen shrimps dealer seeks joint venture. Requires $60,000-70,000 of machinery to supply additional and modern freezing capacity. Al-Hamid Industries, Edulgi Dinshaw Ice Factory, Wallace Rd., Karachi 2.

359 Miscellaneous Machinery

Sporting goods manufacturer seeks joint venture to produce additional goods in this line. Time is important and requires $80,000 in exchange for stock, making investor a 35% shareholder. Factories and offices in Karachi and London. Ali Trading Co., Ali Bldg., Sailkot City.

361 Electric Transmissions, Equipment

Machinery importers seek joint venture to produce all types of meters. Need $25,000 which will be matched. Also requires machinery for enterprise. M. Farrukh Beg, Iezed—Importers & Exporters, 127-A Muhammadi House, McLeod Rd., Karachi 2.

362 Electrical—Industrial Apparatus

Producer seeks joint venture to manufacture electrical motors, air conditioners, and centrifugal pumps. S. Mohammed Din & Son, 19 Lawrence Rd., Lahore. Contractors and manufacturers of electrical products seek joint venture and technical assistance. Imperial Electric Co., Shah Din Bldgs., The Mall, Lahore.

Producer of electrical products seeks joint venture of finances, machines, and equipment to expand activities. Proposed involvement to be separate from present operating firm. Interested in motor controls, measuring devices, and electronic equipment. Engineering Service Co., Riaz Bldg., Rangmahal, Lahore.

364 Electric Lighting, Wiring Equipment

Manufacturer of electric lamps seeks joint venture for production of fluorescent lamps under British standards 555 (200 v.-250 v.). Estimated cost of machinery $95,000. Paramount Industries, 110-A, Gordhandas Market, Karachi.

Rice shippers seek joint venture to manufacture carbon stocks for electric lighting, particularly for use in cinemas. S. M. Iqbal Ahmad & Bros., 9 Byculla Mansion, Frere Rd., Karachi 1.

365 Radios

Importer of medicines and radios seeks joint venture in radio assembly. Regulations do not permit imports of completed radios. Land and $80,000 are available; need technical know-how. S. Abdul Rahman & Sons, P.O. Box 99, Station Rd., Chittagong.

371 Motor Vehicles, Equipment

Trader in replacement parts wants joint venture of machinery and know-how to produce such items. Asserts great market because of no new cars and no maintenance facilities. Shaikh Jaweed, Bombay Motor Stores, Plaza Square and Bunder Rd., Karachi 3.

373 Ship, Boat Building

Steamer agent seeks joint venture in inland water transportation. Proposes drydock construction and handling of all sorts of cargo. S. M. Mehdi, United Asiatic Trading Co., Rashid Bldg., Strand Rd., Chittagong.

383 Optical Instruments, Lenses

Producer of sun glasses wishes licensing arrangement to improve production. S. Iftykhar Yaqub, Eastern Optical Co. Bunder Rd., Karachi.

383 Instruments

Electronics distributor seeks joint venture. Requires technical assistance and equipment for manufacture of gas, water, and airmeters. Land and buildings available. Potwar Corp., Ltd., 64/9A-Edwardes Rd., Rawalpindi.

395 Pens, Pencils, Office Materials

Distributor seeks licensing arrangement to manufacture typewriter ribbons and carbon paper. Major dealings with Government. S. Zafar Ali, Modern Trading Co., Ghafur Chambers, Victoria Rd., Karachi.

Fountain pen producer seeks joint venture. Employs 300 people with daily production of 500 doz. Azad Friends & Co., Sr. Agha St., Lawrence Rd., Karachi.

Export Opportunities

282 Plastics

Wants to purchase **plastic raw material** such as plastic acetate in stock lots. S. Iftikhar Yaqub, Eastern Optical Co., Bunder Rd., Karachi 2. WTD 3/25/59.★

352 Farm Machinery, Equipment

Interested in importation of **earthmoving equipment on tires,** not crawlers. Abdul Rahim Khan & Co., 8 Mcleod Rd., Lahore. WTD 10/26/61.

355 Special Industrial Machinery

Interested in purchasing **dyeing and processing equipment** for skins, also wants technical assistance. Faiz Mohamed Piracha & Sons, 23 Shadbagh, Lahore. WTD 1/6/58.

Import Opportunities

011 Cotton

Wants to export **cotton.** Dr. Nazir Ahmed, Pakistan Mercantile Corp., 93 Nicole Rd., Karachi 2. WTD 3/5/49.

207 Nuts

Wants to export various **nuts** to the U.S. Abdul Quayyum, Pervez Industrial Corp., Ltd., Muhammadi House, McLeod Rd., Karachi. WTD 3/5/58.

328 Marble

Wants to sell **marble** to the U.S. Abdul Quayyum, Pervez Industrial Corp., Ltd., Muhammadi House, McLeod Rd., Karachi. WTD 3/5/58.

384 Medical, Surgical Instruments

Wishes to export **surgical instruments** to the U.S. Bashir Jamil & Bros., Jujahid Rd., Sialkot City.

385 Eye Glasses

Firm desires to sell **sun glasses** and **spectacle frames.** S. Iftikhar Yaqub, Eastern Optical Co., Bunder Rd., Karachi 2. WTD 3/26/59.★

394 Toys

Wants to export **polo sticks and balls** to the U.S. M. G. Rustam & Co., Sialkot City.

Agency Opportunities

283 Drugs, Pharmaceuticals

Wants to establish connection with manufacturer of **drugs and pharmaceuticals** for distribution rights. Zadar R. Khan, ALCOS, 4 Sheike Market, Denso Hall, Bunder Rd., Karachi 2. WTD 6/24/59.

285 Wood Preserving

Desires represent company manufacturing **wood treatment, preserving, and impregnation apparatus.** C.I.C. Industries, Lahore.

331 Steel

Interested in agency for U.S. **steel** company in Pakistan. Abdul Kaden A. Jaffer Bros., Victoria Rd., Karachi 3. WTD 10/21/60.

354 Tools

Distributor of **hardware, tools,** and **welding equipment** wants offers. Also interested in agency for these items. Sind Industrial Stores, 1 Wazir Mansion; Nicol Rd., Karach 2.★

367 Electronic Devices—Communication

Would like distribution rights for **grain testing equipment; electric generating sets; Broadcast transmitters** (10 kw. and 100 kw.); **communication transmitters** (HF and VHF); **transmitters and receivers** (HF and VHF); **electronic test instruments; nucleonic instruments,** and **apparatus.** S. Zafar Ali, Modern Trading Co., Chafur Chambers, Victoria Rd., Karachi. WTD 2/28/61.

Industrial, Housing Sites Available in German City

U.S. firms considering the establishment of manufacturing or other installations in West Germany are advised that the City of Kaiserslautern plans to develop an industrial area of 177.5 acres.

The acreage is reported to be well located; accessible to main transportation routes; close to coal, gas, and electric power supplies; and has a certain amount of available manpower. Part of the property, close to a large American military settlement, could be developed into a housing area.

A letter giving more details as to location and advantages is available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to Dr. Walter Sommer, Lord Mayor of Kaiserslautern, Rheinland-Pfalz, West Germany.

Italian Development Agency Offers Help

The Italian Institute for Assisting Development in the South (Instituto per l'assistenza allo sviluppo del Mezzogiorno), has been organized to encourage and assist the establishment of new enterprises in southern Italy. It welcomes inquiries from interested American investors.

Normally, no charge will be made for services rendered. In instances where extensive engineering, marketing, or other surveys are performed at a client's request, some of the cost would be shared by the Institute. Agency services would continue beyond initial assistance with contacts and surveys to well after establishment of an enterprise.

The Institute offices are located at Via Collina 25, Rome.

Netherlands License Asked For Measuring Instruments

A Netherlands manufacturer of electric components and electronic measuring instruments would like a licensing arrangement with American firms.

The company is interested in a manufacturing or assembly arrangement and would prefer to operate on a subcontracting basis. If desired, it would act as distributor for The Netherlands and West Germany. Other arrangements would be considered.

Write to Amroh, 88 Herengracht, Muiden, The Netherlands.

Six Steel Manufacturing Concerns In Belgium Seek New Products

SIX Belgian steel fabricators have expressed interest in licensing arrangements with American firms in order to supplement or expand their present production.

- Ets. Mertens & Verhulsel, 10 Rue des Orchiddees, Brussels 7, manufacturers of storage tanks, pressure vessels, boilers, and radiators, seek licenses for products in their present line as well as for items involving stainless-steel work.
- Usines de Braine-le-Comte, S.A., Braine-le-Comte, manufactures bridges, structural steel, prefabricated buildings, rolling stock, truck and bus bodies, and industrial vehicles. They are interested in additional products within their present line as well as in heavy excavating equipment.
- S.A. Ateliers Jules Empain, Manage-Tyberchamps, manufacturers of iron castings, forgings, steam stampings, and rolling stock, seek new lines within the firm's manufacturing possibilities.
- Fonderies V. Verstraeten S.A., Wetteren, produce engineering iron castings up to 5 metric tons, as well as special cast iron. They wish a manufacturing license for machine tools and mechanical parts.
- Ateliers de Constructions, G. & A. Lefevre Freres, S.A., Ransart, manufacturers of pressureless boilerwork, and steam boilers, wants manufacturing licenses for similar products.
- S.A. La Precision Liegeoise, Ets. Albert Peltier, Herstal-Liége, manufacturers of weapons and ammunition, general machining work, and high-precision measuring and control equipment, seeks a license to manufacture products on an assembly-line basis.

Additional information on each of these opportunities is available on loan from the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C., or from the Belgian Industrial Information Service, 50 Rockefeller Plaza, New York 20, N.Y.

Germans Want Electronic And Electrical Equipment

A German firm is interested in forming licensing agreements with U.S. manufacturers to produce all kinds of electrical and electronic equipment such as ignition systems, apparatus and devices operated by silicon cells (solar radiation), and magnetic-counting stages.

Write to Zentro-Elektrik GmbH KG, 6 Grenzstrasse, Pforzheim, West Germany.

French Want License For Mechanical Items

A firm specializing in precision parts seeks U.S. licensing rights on small mechanical items and devices for various industries, on mechanical equipment for Laboratories, and on parts adaptable to American equipment used in France.

This corporation is capitalized at $111,500 and is reported to have an annual business of about $400,000. Its 2,500-sq.-m. plant in Paris can be expanded. Its staff provides an engineering service.

Equipment includes 20 parallel lathes, 3 universal rectifying machines, 27 milling machines of various types, milling-cutter sharpening machine, gear trimming machine, planing machine, 13 multi-spindle drilling machines, a forge, grinding machine, and sharpening wheels.

Write to Ets. H. Labbee, S.A., 13 Blvd. de Belleville, Paris 11, France.

Argentine Cosmetics Firm Seeks Capital To Expand

An Argentine producer of perfumes, cosmetics, and toilet articles seeks about $60,000 capital participation to expand its business.

The firm says its present investment in the business is about $60,000 and annual sales total $120,000. Because of high surcharges, imports have been restricted. As a result, the local market offers attractive sales possibilities to small manufacturers.

A prospectus, in Spanish, is available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to Mr. Marcial J. Verges, Masferly SAIC, Rioja 1763, Buenos Aires.

Colombian Wants To Make Fluorescent Starters

A Colombian concern would like to form an agreement with an American company to manufacture fluorescent starters on a royalty basis.

Write to Cordina, Ltda., 19-64 Carrera 10, Bogota, Colombia.

Indian Concerns Want To Collaborate To Produce Machine Tools, Chemicals

TWO Indian manufacturing companies, located in Calcutta and Bombay, wish to join forces with American companies in the production of some chemical products or of lathes and forgings.

● One firm would like to obtain U.S. financial and technical collaboration for a joint venture to manufacture capstan and turret lathes.

The firm has been granted an industrial license to manufacture 120 turret lathes and 72 capstan lathes annually. It contemplates adding to the venture a project to manufacture 420 tons of general forgings for the automobile industry each year.

Of the total $1.68-million capitalization for the proposed venture, the U.S. participator would be offered shares up to 49% against the import of machinery and equipment. The investor will be offered a maximum of 50% control in the management of the venture. In addition, the Indian firm wants to secure a license to utilize American patents.

Details of the proposal are available on a loan basis from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C. Also, write to Edijay Industries Pvt., Ltd. (EIPL), Kanjor Village Rd., Bhandup, Bombay 78, India.

● The Calcutta firm wants to contact U.S. firms interested in joint collaboration for the manufacture of certain chemicals. An industrial license for the project has not as yet been received but is believed to be obtainable if evidence of interest in the capital participation of the company to be formed and supply of machinery is developed.

A company survey indicates the following potentials in long tons for the chemicals: calcium silicate, 1,800; sodium sulphate, 4,000; trisodium phosphate, 350; magnesium sulfate, 100; tricalcium phosphate, 70; and magnesium carbonate, 1,600.

Write to United Machine Co., Ltd., 26 Chittaranjan Ave., Calcutta, India.

Financial Aid Asked For Portuguese Mine

A mining company seeks U.S. financial assistance of about $762,000 in order to prospect and develop mineral concessions. The initial investment is estimated at $175,000 to cover a 2-year exploration which, if successful, would entail a subsequent investment of about $587,000.

The concession area of 1,307 acres controlled under lease by the company is reported to have mineral deposits in the proportion of about 2/3 tin to 1/3 tungsten.

Descriptive matter, maps, and photographs are available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Address inquiries to Mr. Humberto Albarraque, Empresa Tecnica e Administracoes, Lda., Rua Nova da Trindade 1, 2° Dto., Lisbon 2, Portugal.

Production of Plate Glass In Australia Suggested

There is an excellent opportunity for an American glass manufacturer to establish a manufacturing plant in South Australia, according to reports.

At present no plate glass is manufactured in the State and the South Australian Government would be pleased to cooperate fully in developing possibilities.

Address inquiries to Sir Thomas Playford, Premier, Parliament House, Adelaide, South Australia.

Venture Capital Sought To Develop Chilean Mine

An offer of a joint venture to participate in the development of pyrite, Kaolin, and other clay deposits is being made by the owner of a Chilean mine.

Private capital is needed to develop the deposits which may develop several byproduct industries, including special and structural ceramics, sulfuric acid, and fertilizers, as well as metal recovery.

Write to Mr. Enzo Rivano Dufresne, Casilla 554, Talca, Chile.

Switchgear Manufacture Proposed in Australia

An Australian firm wishes to manufacture high-tension switchgear under license to an American firm.

Facilities include a factory area of 1,900 sq. ft. and 570 sq. ft. of office space. Land is available for an additional 3,800 sq. ft. of factory space and funds are believed to be sufficient to finance such expansion.

While primarily interested in licensing, the firm would consider joint-venture proposals. Product distribution is made throughout the State of New South Wales and in the Australian Capital Territory.

Write to The General Manager, R. & A. Gardner Pty., Ltd., 1 Production Ave., Kogarah, New South Wales, Australia.

Household Appliance Firm Is Proposed in Baghdad

A Government-sponsored Iraqi firm would like to contact U.S. companies interested in establishing a factory to produce electrical household appliances under license. It is prepared to put $1.4 million into the enterprise with further expansion a possibility.

At first, the company probably would assemble imported components, and later would produce refrigerators, air conditioners, water coolers, hot water heaters, and other appliances locally. Brand-name appliances would be produced under license as well as a second line of cheaper equipment sold under a local name.

Collaboration could be effected either on a joint-venture basis or on a straight purchase of technology, either through annual lump-sum or royalty payments.

Write, as soon as possible, to Mr. Jamil Thabit, general manager, Light Industries Company, Iskander Istifan Bldg., Sandun St., Baghdad, Iraq.

British Engineering Firm Wants Conveyor Equipment

An English company wants a license to manufacture vibrating feeders and equipment, and foundry shake-out grids. It now designs, produces, and sells standard and special items in this line. Its products handle relatively small outputs with a maximum feed rate of 30 tons an hour for feeders and conveyors. The firm wishes to manufacture such equipment with greater capacity.

It is also interested in prepackaging machinery, particularly vibrating feeder-conveyors suitable for fresh produce such as potatoes and carrots.

The company is willing to enter into a cross-licensing arrangement or royalty agreement. It believes there is a potential market for such products in the European Economic Community.

Write to Mr. T. J. Walker, director, Triton Engineering Co., Ltd., Kingsnorth Industrial Estate, Wotton Rd., Ashford, Kent, England.

Germany Expects Record Trade Surplus for 1961

BONN.—The foreign trade surplus of the Federal Republic of Germany for 1961 is expected to reach a record level of $1,650 to $1,700 million, compared with $1,244 million in 1960. Foreign trade data available for the first 11 months of the year indicate a cumulative surplus of $1,513 million, almost $500 million higher than the surplus recorded in the corresponding period of 1960.

The big increase in the trade surplus is primarily attributable to a lag in the growth of imports. Imports have increased by only about 9% (4% in terms of German marks) as compared with 19% in 1960. The slower rate of growth resulted in large part from inventory reductions, especially in raw materials, and also, more recently, from a fall in the German demand for capital equipment. Earlier in the year depressed agricultural imports were a factor. The 4% fall in the German mark prices of imports was largely a result of the revaluation; thus there was no change in the foreign currency prices of imports.

The growth of exports also tapered off in 1961, but for the year as a whole they still showed a growth of about 12% (7% in terms of German marks). Incoming export orders fell continuously from the beginning of the year and in August fell below the level of current deliveries. The weakening of demand apparently began to affect the level of deliveries in October and November with the result that the trade surpluses for these months were much reduced.—U.S. Embassy.

Pakistan Bank Gets Loan For Second 5-Year Plan

A U.S. Government loan of $7.5 million to Pakistan has been announced by the Agency for International Development. The borrower, the privately owned Pakistan Industrial Credit & Investment Corp., Ltd., Karachi, will re-lend the AID funds for specific projects which will contribute to the economic development of Pakistan.

The Government of Pakistan will repay the U.S. Government in U.S. dollars over a period of 40 years and a credit fee of ¾ of 1% per year will be charged on the outstanding balance.

At present, the Pakistan Industrial Credit & Investment Corp. constitutes virtually the only source of foreign currency for capital equipment for private medium-sized plants in Pakistan, and its central role in the economy is recognized by the Government. Pakistan's second 5-year plan envisions private investment totaling the equivalent of about $460 million. About half is expected to be financed through the corporation, which seeks to encourage industries based on raw materials found within Pakistan. It lends money for projects covered by the Industrial Investment schedule issued by the Government of Pakistan in connection with the second 5-year plan period.

Private Investment at High Level

Gabon Economic Expansion Holds As Exports and Imports Increase

LIBREVILLE.—Continued gradual expansion of the Gabonese economy was in evidence during 1961, according to the Gabonese Ministry of National Economy. Its report on developments in the first 7 months of the year showed increases in both exports and imports and a continuation of private investment at a high level.

The period showed a favorable balance of trade for Gabon of roughly $12 million; the country has experienced consistently favorable trade balances for the past several years.

Exports, Imports Increase

Total export tonnage for the first 7 months of 1961 was 3.5% higher than for the same period of 1960. The value of Gabon's exports for the period, however, rose 20.9% from about $26.7 million in 1960 to $32.5 million in 1961. Much of this increase was caused by the rising value of the country's leading export—logs and lumber; the price of export wood was up $5.75 a ton in 1961 so that the value of lumber sales climbed 25% from $16 million in 1960 to an estimated $19 million in 1961.

Exports of petroleum for the first part of 1961 were second to wood in importance and amounted to 448,000 tons valued at $5.6 million. In March 1961 uranium from the mine at Mounana was added to Gabon's exports, assuming an important place in the country's export economy. By July 258 metric tons of uranium valued at $3.6 million had been produced. As in the past, the largest part of Gabon's exports went to France (55.5%); exports to the United States for the period amounted to approximately $739,000, or 2.2% of the total.

Imports for the first 7 months of 1961 were valued at $20.1 million as compared with $19 million for the same period in 1960. Mechanical equipment remained the most important category of imports, representing about 50% of total imports. France was Gabon's leading supplier, providing 60.4% of the Gabonese intake. The United States held its second place among the country's suppliers and provided a great deal of the heavy equipment used in the forestry, construction, and roadbuilding enterprises.

Investment Progresses

Progress continued in the large private investments in Gabon during the first part of 1961. The Compagnie Miniere de l'Uranium de Franceville brought its uranium mine into production in March. The Compagnie Miniere de l'Ogooue maintained development of its manganese mine and should have the deposit in production in mid-1962. The Societe des Mines de Fer de Mekambo has almost completed its exploration of the Belinga iron deposit which is expected to yield 1 billion tons of 64% iron ore when and if it is placed in production (FCW, Dec. 4, 1961, p. 33).

The oil production of the Societe des Petroles d'Afrique Equatoriale (SPAFE) continued as in 1960. SPAFE's production now appears to have reached a stable point, and any major increase of oil production probably will depend upon the offshore explorations now being conducted by Mobile Exploration Equatorial Africa.

In the industrial sphere the Consortium Forestier of the Societe Nationale de Chemin de Fer, the French national railroad company, has modernized its sawmill at Foulenzen, Gabon, and has undertaken construction of a new sawmill near Libreville which is expected to have a production capacity of 2,000 cubic meters of sawn wood a month. This mill, which will specialize in soft woods, represents an investment of about $1,470,000.—U.S. Embassy.

Copies of the Embassy dispatch from which this summary has been drawn may be obtained on loan from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Japan's Imports From United States Rise but Exports Decline Somewhat

TOKYO.—Japan's purchases from the United States in the first 9 months of 1961 totaled $1,550,626,000, an increase of 31.5% over the corresponding period of 1960.

Exports to the United States, on the other hand, dropped to a value of $741,323,000, registering a decline of 9.7% from the level in the corresponding period of 1960. The United States continued to be Japan's principal source of supply and its best customer.

Although shipments to the United States dropped, third quarter exports improved sufficiently to reduce the decline from 16.6% for the first half of 1961 to 9.7% for the first three quarters below the comparable levels for 1960. The most notable decreases in exports to the United States in the first 9 months of 1961 were in clothing, pottery, raw silk, iron and steel, toys, plywood, cotton fabrics, silk fabrics, and woolen and worsted fabrics.

Japan's Exports[1] to the United States, by Principal Commodities, And Comparison with Total Exports

[In thousands of U.S. dollars]

	January-September 1961		January-September 1960		Percent change for U.S.
	United States	Total exports	United States	Total exports	
Clothing	64,648	138,293	99,004	173,099	−34.7
Radio receivers	48,655	105,728	47,986	95,906	+ 1.4
Iron and steel	47,890	274,040	56,995	267,457	−16.0
Toys	36,238	64,444	42,330	69,231	−14.4
Plywood	30,672	41,444	36,583	49,999	−16.2
Pottery	21,806	42,332	28,886	50,322	−24.5
Carpets	17,561	19,078	17,907	19,953	− 1.9
Raw silk	17,101	30,124	19,045	37,145	−10.2
Nails, bolts, nuts, etc.	16,262	22,868	15,261	24,063	+ 6.6
Cotton fabrics	15,214	247,110	16,157	238,788	− 5.8
Tuna, fresh or frozen	14,671	27,853	14,147	26,162	+ 3.7
Silk fabrics	13,153	22,540	29,074	40,459	−54.8
Tuna, canned	13,068	19,425	7,510	12,526	+74.0
Photographic apparatus	12,745	38,468	10,577	29,669	+20.5
Imitation jewelry	11,982	16,644	9,315	13,202	+28.6
Pearls, worked	11,659	24,068	10,120	20,181	+15.2
Woolen and worsted	10,354	25,127	17,563	36,258	−41 0
Inorganic chemicals	7,354	20,936	5,755	19,105	+27.8
Other	330,292	1,861,986	337,019	1,669,264	− 2.0
Total	741,323	3,042,207	861,234	2,892,789	− 9.7

[1] Exports are valued f.o.b. Japan.

Japan's Imports[2] from the United States, by Principal Commodities, And Comparisons with Total Imports

[In thousands of U.S. dollars]

	January-September 1961		January-September 1960		Percent change for U.S.
	United States	Total	United States	Total	
Raw cotton	230,845	421,136	194,263	338,067	+ 18.8
Iron and steel scrap	201,705	268,010	116,824	176,756	+ 72.7
Industrial machinery	117,149	230,410	74,269	139,040	+ 57.7
Soybeans	92,955	96,767	82,855	87,219	+ 12.2
Coal	79,202	130,161	68,435	103,251	+ 15.7
Petroleum	61,945	528,426	58,648	424,597	+ 5.6
Wheat	35,957	133,561	48,325	135,959	− 25.6
Copper and copper alloys	33,671	53,459	16,719	34,507	+101.4
Corn, unmilled	28,079	78,929	8,487	54,114	+230.8
Organic chemicals	27,772	42,851	24,124	35,591	+ 15.1
Raw hides	25,741	40,300	16,188	28,651	+ 59.0
Iron and steel	23,520	100,261	14,721	67,019	+ 59.8
Animal oils, fats, greases	19,747	22,028	19,334	21,650	+ 2.1
Synthetic rubber	18,233	22,384	23,332	27,350	− 21.9
Phosphate rock	17,351	26,655	15,566	24,050	+ 11.5
Measuring, controlling and scientific instruments	17,351	23,948	12,979	17,474	+ 33.7
Polyethylene, used as materials	15,289	18,101	11,343	12,180	+ 34.8
Chemical wood pulp	12,238	22,060	11,960	19,698	+ 2.3
Potassium fertilizer	11,971	32,153	11,677	27,408	+ 2.5
Iron ore	11,000	216,812	9,646	160,144	+ 14.0
Passenger cars	8,195	11,125	6,374	8,575	+ 28.6
Zinc and zinc alloys	4,060	9,968	771	3,092	+426.6
Other	456,648	1,735,839	332,605	1,425,600	+ 37.3
Total	1,550,626	4,265,344	1,179,446	3,371,993	+ 31.5

[2] Imports are valued c.i.f. Japan.

Imports Surge

The increase of 31.5% in imports from the United States was greater than the increase of 23% in imports from all areas. Some of the most notable increases were in commodities such as zinc and zinc alloys, unmilled corn, copper and copper alloys, iron and steel scrap, industrial machinery, iron and steel, raw hides, and raw cotton. Among imported commodities from the United States registering decreases were synthetic rubber, down 21.9%, and wheat, down 25.6%.

Japan's trade position with the United States continued to be adverse with a total deficit of $809.3 million for the first 9 months of 1961.

Official Japanese statistics on trade with the United States in the comparable periods of 1960 and 1961 by principal commodities, and comparisons with total imports and total exports of those commodities, are shown in the accompanying tables.

Tourism Falls Off in Haiti

PORT-AU-PRINCE.—Despite the start of the winter cruise-ship season, Port-au-Prince hotels report that tourist bookings for January and February amount to only 10% of the corresponding figures for last year.

As most stopover tourists arrive in Haiti by air by way of Santo Domingo, much of this fall-off is attributed to cuts in Pan American scheduled flights and to the unsettled conditions in the Dominican Republic.—U.S. Embassy.

Lists . . .

(Continued from page 164)

Laundry and Dry-Cleaning Industry—Republic of South Africa.

Machinery and Equipment (Except Electrical) Importers and Distributors—Norway.

Machinery Equipment and Supply, Electrical Importers and Distributors—Nigeria.

Motor Bus Lines and Transport Companies—Syria.

Office Supply and Equipment, Stationery and Paper Importers and Dealers—Honduras.

Oil (Animal, Fish, and Vegetable) Importers, Dealers, Producers, and Refiners—Iraq, January 1962.

Sporting Goods, Toys, and Games Importers and Dealers—Switzerland.

Austrian Economic Growth Slows Down

VIENNA.—The Austrian economic expansion slowed noticeably in 1961, according to the December report of the Austrian Institute for Economic Research. The Institute now estimates a real growth in gross national product in 1961 of about 5%, as compared with more than 8% in 1960. Nevertheless, this rate of growth is higher than in most other West European countries, and better than the estimated future annual average for Austria of 4%.

Although the first half of 1961 growth was mainly hampered by labor and capacity shortages, contractive factors became more pronounced later on. New foreign and domestic orders in the basic and investment goods industries tapered off and imports of investment goods rose less rapidly than earlier in the year. On the other hand, the unabated increase in private demand for consumer goods continued to provide a strong stimulus.

The current rate of unemployment is 2.6%, and the number of job openings in most branches exceeds that of immediately employable jobseekers.

Price pressures continue; the consumer price index is currently about 5% higher than a year ago and is expected to rise further during the next few months. In this connection the Institute warns of the dangerous impact of rising inflationary pressures on the international competitiveness of the Austrian economy; it emphasizes the need for the authorities to implement stabilization measures, pointing out that the 10% across-the-board reduction of customs duties, import liberalization, and the intended admission of a larger number of foreign workers in 1962, while useful, are insufficient to correct the situation unless accompanied by genuine efforts to bring price-wage movements under control.—U.S. Embassy.

Eximbank . . .

(Continued from page 146)

ance Association will be issuing policies before the end of February.

In the beginning, at least, we anticipate that most of these will be in the short-term field, that is, for credits up to, say, 1 year. And when your customers come in with such insured credits we believe that you, in turn, will be prepared to buy this paper from them with or without recourse and, most importantly, without regarding such purchases as impairing of their normal credit lines.

As with the program for guarantees to commercial banks, we expect to make the availability of comprehensive export insurance known throughout the land. Once the FCIA is in business we shall send Bank officials to all regions of the country to appear at prearranged meetings of exporters to discuss the program in detail.

The two new programs are complementary. Hence, Eximbank obviously will not offer guarantees to commercial banks on transactions for which an exporter has purchased FCIA insurance; and conversely, of course, FCIA insurance will not be wanted or needed for transactions on which Eximbank has given guarantees to commercial banks.

U.S. Sales to Germany Continue To Increase

BONN.—Exports of U.S. products to Germany continued to grow last fall.

For the first 10 months of 1961 they totaled $1.24 billion, compared with $1.15 billion for the same period of 1960. Germany's sales to this country, however, fell from $721 million in January-October 1960 to $706 million in the first 10 months of 1961, although last summer and fall they surpassed 1960 levels.

Imports from the United States, which had slackened in the period June through August but began to recover in September, continued to develop favorably in October, the lastest month for which foreign trade breakdowns are available. During that month, such imports totaled $138 million and exceeded comparable 1960 levels by 18% in dollars and by 12% in marks. The share of imports from the United States in total German imports came to 13.8% in October 1961, as against 13.1% in October 1960.

German exports to the United States were well maintained in October and surpassed comparable 1960 levels by 2% in marks and by 8% in dollars for a total of $77 million; their share in total German exports can to 7.1% in October 1961, compared with 7.2% in October 1960.

Recent developments of special interest to U.S. exporters include issuance of import tenders for canned string beans, mixed green peas and carrots in cans, beet sugar molasses, and hybrid seed corn. Also, a small quota of U.S. butter —about 220 metric tons—was allocated to some 100 importers.—U.S. Embassy.

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Australia, 75 cents; Central America, $1.50; Chile, $1.75; Colombia, 65 cents; India, $1; Japan, $1; Mexico, $1.25; Nigeria, $1; Paraguay, 65 cents; Peru, $1.25; Philippines, $1; Federation of Rhodesia and Nyasaland, $1.75; Taiwan (Formosa), $1; Union of South Africa, 75 cents; Venezuela, $1.25.

For sale by Department of Commerce Field Offices and by the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Remittance should be made payable to the Superintendent of Documents.

LAFTA Tariff Negotiations Concluded; Concessions Cover Over 2,450 Items

THE tariff negotiations between the seven original countries—Argentina, Brazil, Chile, Mexico, Paraguay, Peru, and Uruguay—of the Latin American Free Trade Association (LAFTA) have been concluded following almost 3 months of negotiations in Montevideo.

The tariff reductions listed in each of the national schedules of concessions forming part of the Act of Negotiations became effective in the respective negotiating country on January 1, 1962.

The combined concession lists comprise a total of over 2,450 items, many of which, however, appear in the schedules of two or more countries. The number of individual concessions, including subitems, granted by each of the negotiating countries, expressed in terms of the Brussels tariff nomenclature, were as follows: Argentina, 413; Brazil, 623; Chile, 343; Mexico, 283; Paraguay, 232; Peru, 143; and Uruguay, 419.

The concessions granted apply mainly to natural products and raw materials generally traded between these countries, such as live animals, cereals, fats and oils, mineral products, hides and skins, fibers, and the like. Concessions also were granted, however, on many industrial products, such as textile manufactures, iron and steel products, machinery, electrical apparatus, and vehicles.

The concessions consist of reductions in duty of at least 8% below the rates applicable to imports from non-LAFTA countries and are expressed in terms of the rates to be collected rather than as percentage reductions from the general rates. These reduced rates do not apply to imports from the United States or other countries not members of LAFTA.

Colombia and Ecuador also joined the LAFTA, but too late to participate in the tariff negotiations just concluded. Separate negotiations with Colombia are scheduled to begin at an early date and those with Ecuador somewhat later.

Argentina

Among the 413 concessions granted by Argentina, duty-free entry is provided for 216 items. Of the remaining items, the agreement rates, including surcharge, amount to 10% ad valorem or less on 19 items, from 12% to 20% on 42 items, from 22% to 30% on 10 items, from 35% to 40% on 27 items, from 42% to 50% on 23 items, from 55% to 75% on 17 items, and from 80% to 180% on 21 items.

Brazil

Of the 623 items in the Brazilian list of concessions, 64 are exempt from duty (but subject to the port improvement tax of 1% ad valorem applicable to all imports). Of the remainder, 235 items are dutiable at 5%, 56 items at from 15% to 25%, 84 items at from 30% to 40%; 59 at 45%, and 175 at from 65% to 85%.

An important part of the Brazilian concessions involved the exemption from the prior deposit requirement and the automatic classification into the "general" or more favorable exchange category of those concession items which otherwise would be in the "special" category and subject to the procurement of promises of license at public auction. Exemption from the payment of consular fees also is granted to 14 items.

Chile

Chile, having listed 343 items, is permitting 36 of these to enter duty-free. In addition, the specific rates of duty apparently have been removed on many items and important reductions were made in the ad valorem surcharge. All items listed are exempted from consular fees, import surcharge, and prior deposit requirement.

Mexico

Mexico granted total exemption from duty on 93 of the 283 items on which concessions were granted. The 190 remaining items are exempted from specific duties but are subject to ad valorem duties of 5% or less on 68 items, with the balance being dutiable at rates varying from 6% to 234%.

Of the total concessions granted by Mexico, 121 items were subject to a prior import license and of these an exemption from this requirement has been granted for 60 items. On the other 61 items Mexico has declared that the import license requirement does not affect the spirit of the Treaty of Montevideo and that, insofar as possible, Mexico will stimulate the interchange of merchandise in the zone.

Paraguay

Paraguay has granted duty-free entry to 49 items of its 232 concessions. Of these 49 items, however, 18 remain subject to a sales tax of 5% or 10% ad valorem. All products included in the Paraguayan list of concessions are exempt from the prior deposit requirement.

Peru

The Peruvian concessions apply mostly to natural products and raw materials, with only about 10% of the concessions applying to manufactured products. Duty-free entry is granted to 16 items, with rates of 10% or less accorded to 86 items. The remaining items in the schedule are dutiable at rates ranging up to 47% ad valorem.

Uruguay

Uruguay has granted duty-free entry to only one item, newsprint, of its total list of 419 tariff concessions, but for 146 other items there is only a consular charge of 2.5% ad valorem, and for 7 other products a combined charge of 4.7725%. Of the remainder, ad valorem charges of 10.8725% will be assessed on 43 items and combined rates ranging from 14.1% to 171.55% ad valorem will be collected on 119 items. All products on the Uruguayan list of concessions are exempt from any prior deposit requirement.

Schedules Available

Each of the Contracting Parties also has drawn up a list of commodities, principally agricultural and livestock products, to which may be applied, on a nondiscriminatory basis, measures designed to limit imports of the products specified to the amount required to meet the deficit in internal production and to equalize the prices of imported and domestic products.

Only single copies of the individual country schedules, in Spanish, have been received thus far by the American Republics Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C., and are available for consultation. Information regarding the concession rates of duty granted by any of the signatory countries on specified products may be obtained from that division.

The Latin American Free Trade Association was established by the Treaty of Montevideo, signed on February 18, 1960, and ratified on May 2, 1961. The tariff negotiations ended December 11, 1961.

(See FCW of Apr. 11, 1960, p. 5, for an announcement of the signature of this agreement; and FCW of July 10, 1961, p. 25; Nov. 20, 1961, p. 5 and p. 27; Dec. 25, 1961, p. 35; and Jan. 1, 1962, p. 25, for earlier announcements.)

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Published in 1960. Available from U.S. Department of Commerce Field Offices, or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Mexico Changes Invoicing, Other Customs Procedures

Commercial invoices covering land or sea shipments to Mexico valued at over 1,000 pesos (US$80) must be legalized by a Mexican consul; it no longer is permissible for exporters to substitute for such legalization a notarized statement as to the veracity of invoices.

Other changes require that if invoices are not in Spanish they must be accompanied by a translation, signed by the shipper, consignee, or customs broker (formerly invoices in French or English were acceptable without translation); that total value of the shipment be shown by the seller (and if not, then by the consignee); that the seller must hand sign at least the original copy (previously original and one copy)—the remaining copies may be signed by stamp or facsimile—and invoices must show the seller's address. Other requirements for commercial invoices remain as shown in the Commerce Department publication, Preparing Shipments to Mexico, World Trade Information Service report, part 2, No. 57-10, January 1957.

Consular legalization should be obtained at the nearest Mexican consulate or at the maritime or border point of exit, as appropriate. Consular legalization of invoices covering postal or air shipments is not obligatory. Commercial invoices covering merchandise entering Mexican free ports require consular legalization where the goods are destined for consignees not domiciled therein who are merely using the free ports as a transit point.

Changes in customs procedures include:

- Reduction of the free storage period to 15 days, instead of 1 month;
- Provision that abandoned goods shall be subject to direct sale by the Bureau of Customs, and ***exceptionally*** at public auction. Moreover, such disposition, except in unusual cases, will be handled by the Bureau at Mexico City. Exceptional cases include live animals and goods subject to quick spoilage which can be disposed of by direct sale by the Customs Administrator at the port of entry concerned. Heretofore, disposition of abandoned merchandise was handled by public auction.

The changes were instituted by a Congressional Decree published in the Diario Oficial of December 30, 1961, amending the Mexican Customs Code. The decree states that changes relative to formulation of commercial invoices, and consular legalization of the invoices, shall become effective 2 months after date of publication—March 1, 1962—whereas changes concerning customs procedures are to be effective 1 month after publication—January 31, 1962.

These changes should be noted in the Commerce publication, Preparing Shipments to Mexico, previously cited. A revision of this publication, which will be released as soon as possible, will incorporate all significant changes resulting from these Customs Code amendments.—Diario Oficial, December 30, 1961.

Surcharges on Fuel Imports To Be Imposed by Argentina

BUENOS AIRES.—Argentina will impose a surcharge of 20% ad valorem on the following fuel imports, effective February 4, 1962: Aviation gasoline, propane, butane, fuel oil, diesel oil, gas oil, kerosene, crude oil, finished lubricants, and coal.

The surcharges will apply only to imports in excess of quotas to be authorized for these products. The quotas have not yet been announced. Hitherto, these products were imported free of surcharge.—U.S. Embassy.

Lebanon and Czechoslovakia Sign New Trade Agreement

BEIRUT.—A new Lebanese-Czechoslovak trade and payments agreement was signed recently in Beirut.

The agreement provides for an increase of the target minimum of imports from either country from L£8 million (U.S. $2.7 million) to L£12 million (U.S. $3.9 million).

The agreement binds Czechoslovakia to use 55% of the proceeds of exports to Lebanon or at least L£6.6 million to buy Lebanese products, including 7,500 metric tons of citrus fruits and 20 tons of tobacco. The agreement authorizes Czechoslovakia to use 45% of the proceeds of exports to Lebanon to buy goods from Lebanese free zones.

The Czech crown in terms of Lebanese pounds shall be fixed on the basis of the present ratio between the gold content of the Czech crown and the gold content of the Lebanese pound (1 Czech crown (0.12342 grams of fine gold)= L£0.30437). The Czech crown is quoted on the Beirut free money market at L£0.4375 (3.08 Lebanese pounds=US$1), the rate at which all exchange operations resulting from this agreement shall be effected. (For customs purposes, the customs duty is assessed at the official rate of exchange of L£0.30437.)

Czechoslovakia supplies Lebanon with various kinds of manufactured goods, especially machinery, newsprint, wrapping paper, tiles, glassware, chinaware, rugs, and cotton fabrics.

The new Lebanese-Czechoslovak agreement was signed on November 7, 1961, and supersedes the agreements of July 12, 1952, and January 11, 1957.—U.S. Embassy.

EEC Council Approves 15 More Tariff Quotas

The Council of Ministers of the European Economic Community (EEC) has approved 15 additional tariff quotas for 1962 (see FCW, Jan. 15, 1962, p. 96, for previous listings). This action is in accord with Rome Treaty provisions authorizing the granting of tariff quotas to member states when Community supplies are insufficient and outside sources have traditionally supplied the commodities.

Most Quotas Valid for 1962

Items granted tariff quotas, followed by the Common External Tariff (CXT) item number, quota, beneficiary member states, in-quota duty, and regular present national duty for amounts exceeding the quota shown in parentheses, are as follows:

Aluminum oxide destined for the manufacture of synthetic rubber, ex 28.20 A, 250 tons, Italy, free, (2.7%); liver of bovine animals for opotherapeutic uses in dried, powdered form, ex 30.01 A I, 80 tons, Federal Republic of Germany, free, (2.4%); spirits of turpentine, 38.07 A, 3,500 tons to Federal Republic of Germany, 650 tons to Netherlands, 850 tons to Belgium-Luxembourg, all free (1.2%); sulfate turpentine, crude, ex 38.07 B, 12,000 tons, Federal Republic of Germany, free, (1.7%); crude dipentene, ex 38.07 B, 300 tons, Netherlands, free, (1.7%); rosins (including products called "resinous pitch"), 38.08 A, 25,000 to Federal Republic of Germany, 11,250 tons to Netherlands, 2,000 tons to Belgium-Luxembourg, all free, (1.5%);

Polymerized and oxidized rosins, ex 38.08 C, 7,500 tons, Federal Republic of Germany, free, (2.4%); hydrogenated, polymerized, dimerized rosins, ex 38.08 C, 1,300 tons, Netherlands, free, (2.4%); dismuted rosins destined for the production of synthetic rubber ex 38.08 C, Italy, 3,000 tons, free, (2.4%); potassic soaps destined for the production of synthetic rubber, ex 38.08 C, Italy, 3,200 tons, free, (2.4%); and linen thread of certain qualities, ex 54.03 A I, Federal Republic of Germany, 500 tons, 3%, (10%).

These quotas are valid for 1962 except for those under 38.07 A (turpentine) and 38.08 A (rosins), which are open only through June 30, 1962.

Italy Sets Import Quota On Pork and Live Hogs

ROME.—A 1,090-metric-ton quota (carcass-weight) on imports from the United States and other non-Common Market countries of live hogs and pork has been set by Italy's Ministry of Foreign Trade for the period January 1 to March 31, 1962.

The quota for pork offals and salted, brined, smoked, or dried pork and ham was set at 73.7 metric tons for the period January 1 to June 30, 1962.

These limits are unchanged from the 1961 levels.—U.S. Embassy.

Italy Aids Financing Of Maritime Industry

ROME.—The Italian Parliament has passed two laws to aid in financing of new ship construction and ship modernization.

Under the first law, the existing legislation (Law 622 of 1959), which was designed to encourage scrapping of old vessels and construction of new ones, was extended to June 30, 1963, and amended as follows:

The subsidy on new construction granted when vessels are turned in for scrap was increased from 25,000 lire (US$40) to 35,000 lire (US$56) per ton; the minimum of new tonnage required to be built was reduced from 75% to 50% of the tonnage of vessels scrapped; and the benefits of Law 622 were extended to cover passenger and oceangoing fishing vessels as well as tankers and dry cargo vessels.

The second law provides for long-term, subsidized interest loans to Italian shipowners. The loans would be granted for up to 15 years at 3.5% interest for the construction, conversion, modification, or major overhaul of Italian flag vessels. The amount of such loans is limited to 60% of the cost of passenger vessels of 20,000 tons or more and oceangoing fishing vessels and to 50% on all other types of ships.

During the loan amortization period the ship cannot be sold or transferred to foreigners or operated under foreign flags. The Ministry of Merchant Marine report accompanying the draft law estimated that 200 billion lire (US$320 million) in new ship orders could be financed under its provisions.—U.S. Embassy.

Netherlands Includes Oversea Territorities In OECD Treaty

THE HAGUE.—The Netherlands Government has passed a "Realm Act" which extends the recently ratified Organization for Economic Cooperation and Development (OEDC) Treaty to include Surinam, the Netherlands Antilles, and New Guinea.

The Treaty originally was signed in Paris on December 14, 1960, and was ratified by Dutch parliamentary action in November 1961.—U.S. Embassy.

Spain Liberalizes Imports Of Wool Yarns, Fabrics

MADRID.—Imports into Spain of yarns of wool and hair have been liberalized, effective April 1. Fabrics of wool and hair are to be liberalized effective from July 1, 1962.

Both actions were provided by a decree published in the Official Bulletin of December 27, 1961.—U.S. Embassy.

Brazil Changes Tariff Conversion Rate

RIO DE JANEIRO.—The Brazilian exchange rate for converting foreign currency values into cruzeiros, for the purpose of assessing ad valorem duty rates on imports into Brazil, has been changed to 308.67 cruzeiros to the U.S. dollar or its equivalent.

This new rate is to apply for the month of January. The previous rate, established December 1, 1961, was 310.77 cruzeiros to the dollar—U.S. Embassy.

Manufacturers Using Copper Ingot Subsidized by Chile

SANTIAGO.—National enterprises using copper ingot in the manufacture of their products have been granted subsidies by the Chilean Government, according to a recent decree.

Industries manufacturing products destined for export are granted a 1% discount on the purchase price of copper ingot from domestic producers, while the national industries manufacturing products destined for national consumption are granted 0.1% discount on the purchase price. The discount applies to the first 20,000 tons purchased in 1962.

The Great Copper Mining Companies (American-controlled), the chief producers of copper ingot, have had an agreement with the Chilean Government to sell copper to all national consuming industries at cost price. Although this is a form of subsidy to the national manufacturing industries at the expense of the copper producers, the present decree, published December 15, 1961, states that these discounts on the sale price should not be considered as additional taxation on the copper producers.—U.S. Embassy.

Trujillos, Certain Associates Lose All Properties of 'Era'

SANTO DOMINGO.—Dominican Republic Law No. 5785 of January 4, 1962, confiscates all properties belonging to the Trujillo family and certain enumerated associates, unless the affected persons can prove, within 30 days and by authentic title, that they acquired any such properties before August 16, 1930.

The law extends to companies, corporations, subsidiaries, and their assets of whatever kind, whether national or foreign.—U.S. Consulate General.

Revised Benelux Tariff Becomes Effective

Modifications in a large number of Benelux import duties were made effective January 1, 1962, along with several minor administrative revisions in the tariff.

The rates of duty on most agricultural and food products imported from non-EEC countries were increased as the first step toward the rates of the Common Market's Common External Tariff (CXT) for these products; in a few instances where the existing duty was above the CXT, duties were lowered. Duties on agricultural and food products imported from other European Economic Community (EEC) countries were lowered in a further step toward elimination of duties among EEC members.

On most nonagricultural products imported from EEC partners, a 10% reduction in duty was put in effect, representing the fourth step toward elimination of the intra-EEC tariff for these products. Duties on nonagricultural goods from countries outside the Common Market remained unchanged except for adjustments in a very few cases.

Copies of the tariff changes may be reviewed in the European Division, Bureau of International Programs, Room 3427, U.S. Department of Commerce, Washington, D.C.

Israel Establishes Central Economic Planning Authority

TEL AVIV.—A Central Planning Authority has been established within the Israel Ministry of Finance. The new authority will have responsibility for:

Preparation of a general economic program for 4-5 years, including a decision on monetary, fiscal, and wage policy, on the volume and structure of Government budgets, the rate of economic growth, composition of production, level and composition of desirable investment, and of the balance of payment;

Preparation in coordination with the ministries concerned of plans for development of the various branches of the economy;

Examination of development projects submitted and of their suitability within the long-term general economic development plan;

Advising the Ministry of Finance and the Committee of Economic Ministers on important economic problems.

The Central Planning Authority plans to have a staff of about 15 economists who will be involved in long- and short-term problems. The organization will rely on French planning methods of operation.—U.S. Embassy.

Germany Implements New Customs Rules

BONN.—Two administrative ordinances giving effect to the new German customs law (FCW, June 12, 1961, p. 12) have been published. The ordinances went into force simultaneously with the law itself on January 1.

The first ordinance includes the technical details of the customs treatment of the movement of goods, the various customs procedures, free trade zones, and the listing of goods to which duty exemptions may be applied.

The second ordinance deals with the valuation of goods for customs purposes. Except for new provisions on the valuation of goods imported by dependent subsidiaries, the ordinance introduces no significant changes in existing regulations.

The new provision on the valuation of goods for dependent subsidiaries will be of significance for U.S. subsidiaries in the Federal Republic. The new ruling provides that the parent company's invoice value will be accepted as dutiable value by the customs authorities in those cases in which the dependent subsidiary exercises the customary function of an importer. Previously, the parent company's invoice value was taken as the basis for establishment of the dutiable value only when the dependent subsidiary acted as a genuine buyer and not as an agent; the subsidiary's selling price then was taken as dutiable value.—U.S. Embassy.

Peru Raises Duty on Nails, Oilcloth, Other Imports

LIMA.—At the request of local manufacturers and upon recommendation of the Superior Council of Industries, the Peruvian Government has increased the import duties on the following tariff items, effective February 27, 1962.

Item 1256-B is a new tariff item which previously was included under item 1256.

Items affected, their new duties, specific in soles per gross kilogram, with former duties in parentheses, are as follows (1 sol=US$0.0373):

1256-B. Flexible cardboard boxes covered on one side with synthetic plastic material imitating leather: 15 (5.70).
1680. Pyroxylin-treated vegetable textile fabrics: 25 (9).
1686. Oilcloth for table covers: 16 (3).
1687. Imitation leather cloth: 25 (7.50).
2463. Nails and tacks, of iron or steel, 15-21 millimeters in length: 3 (0.60).
2464. The same, longer than 21 millimeters: 2.50 (0.30).

In addition to the specific duty, all of these items are subject to a 15.917% ad valorem surcharge based on the c.i.f. (f.o.b. plus 20%) value of the item.—U.S. Embassy.

Pakistan To Continue Liberalized Import Policy in First Half 1962

PAKISTAN'S import licensing policy for the January-June 1962 shipping period reflects the continuation of a relaxation of restrictions on imports instituted in early 1960 and subsequently expanded.

One hundred and sixty industries will be licensed on a request basis in the first half of 1962; that is, industries will be granted licenses to import raw materials and spare parts for the next 6 months based on their own estimate of their requirements. Of this number, 122 will be licensed on the same basis as during July-December 1961. Thirty-one export industries will initially be licensed at 80% of the value of licenses utilized by them during July-December 1961, and also will be entitled to additional licenses equal to 100% of the f.o.b. value of their exports. Seven other export industries, sports goods, surgical instruments, guar gum, tanning, musical instruments, carpetmaking, and bonemeal, will be licensed for amounts requested by them for the January-June 1962 shipping period.

Thirty-six industries are listed as being eligible for import licenses on an "automatic basis." Industries on this list will receive initial and repeat licenses at 100% of assessed single-shift capacity for raw materials as well as spare parts. These industrial consumers must show evidence of utilization of licenses issued during 1961 before the initial license will be granted. In addition, 14 industrial items continue to be on automatic licensing. Industrial consumers and commercial importers will be granted original and repeat licenses for most items on the basis of 100% of their entitlement based on past imports.

The number of commodities on the regular licensing list (licenses based on historical record of imports) has been reduced to 173 in the first half of 1962 compared with 184 in the preceding licensing period. The items dropped from this list are: Cement, fiberboard, building and engineering materials, electrical accessories, electrical instruments, iron or steel wire nails, musical instruments, domestic refrigerators, miscellaneous provisions, fountain pens, artificial silk yarn and thread, and vessels and equipment. Most of these items may still be imported by specified industries.

The open general license list for the January-June 1962 shipping period stands at 48 items compared with 49 items in the preceding period. The only item dropped from the list is building and engineering materials, other than iron or wood, and silica sand. Importers of these open general license items are limited to small quantitative quotas for each license and licenses will only be granted to Pakistani firms and individuals situated outside of Karachi, Lahore, Chittagong, Dacca, and Narayanganj. Open general license importers may apply for repeat licenses by showing certified bill of lading for 75% of the previous license.—The Gazette of Pakistan.

Imports of Baby Chicks Regulated by Guatemala

GUATEMALA CITY.—Guatemalan regulations now in effect require that baby chick shipments labeled "foundation stock" may enter the country immediately, whereas those not so labeled are subject to a 4-day quarantine.

This change should be noted in Commerce Department publication, Preparing Shipments to Guatemala, World Trade Information Service report, part 2, No. 59-42, June 1959.—U.S. Embassy.

EEC Suspends, Reduces Duty On 17 Additional Products

The Council of Ministers of the European Economic Community (EEC) has approved the reduction or suspension of duties in the Common External Tariff (CXT) on 17 items, in addition to those reported previously (FCW, Jan. 15, 1962, p. 96).

These actions were taken under provisions of the Rome Treaty which permit temporary duty suspensions in the CXT when supplies within the Community are inadequate to meet the needs of member states.

The products on which a suspension of duties in the CXT for 1962 was approved are as follows: Whale oil, 15.04 C I; glass beads, cut or mechanically polished, 70.19 A I a; and imitation precious and semiprecious stones, cut or mechanically polished, 70.19 A III a. In addition, CXT duties were suspended or reduced on some chemical items but details have not yet been published.

Under terms of the Council decision, individual member states must either put into effect the reduced or suspended CXT rates or align their national duties toward the temporarily reduced or suspended CXT rates.

Brazil Needs Extra Shipping Documents

Additional documentation now is required on U.S. shipments to Brazil. An extra copy of the commercial invoice and an extra non-negotiable copy of the bill of lading must be prepared by the shipper and legalized, gratis, by the Brazilian consular authorities.

Although these extra documents are only required on shipments of merchandise imported through the Brazilian general exchange category, this would include most commercial shipments. These requirements are based on the Banking Fiscalization Department (FIBAN) of the Bank of Brazil Notice No. 87 and circular letter No. 248, both dated December 12, 1961.

The extra copy of the commercial invoice must be in English as well as in Portuguese. As an alternative, at the option of the importer, the description in the commercial invoice may be only in Portuguese, but accompanied by a copy of "Supplier's Certificate, Form ICA-280," executed in English. The component cost values (f.o.b. or f.a.s., freight, insurance, and consular expenses) should be included in the invoice, whatever the terms of purchase.

The bill of lading should specify the transporting ship's flag, gross weight of merchandise, and conditions of cargo transport (dry bulk carrier, dry cargo liners, and tankers).

Commerce publication, World Trade Information Service report, Preparing Shipments to Brazil, part 2, No. 61-58, should be revised accordingly.

Brazil Increases Tie-In Requirements for Lead

RIO DE JANEIRO.—Brazil has increased the quota of domestically produced lead which must be purchased by an importer of lead to qualify for a tariff reduction.

The importer must prove the purchase of domestically produced lead in a quantity equal to that which is being imported. This increased the quota from 70% to 100%. Qualifying importers are allowed a reduction from 50% to 10% ad valorem in the import tariff duty on unwrought lead, refined or not, in ingots, billets, masses, blocks, and the like.

The action was taken in accordance with Customs Policy Council Resolution No. 232, dated September 14 and published November 7, 1961.—U.S. Embassy.

U.S. barley exports in July-November 1961 of 398,000 tons were 50% under 800,000 tons shipped in comparable 1960 period, the Bureau of the Census reports.

EFTA Council Accelerates 10% Tariff Cut

The Council of Ministers of the European Free Trade Association (EFTA) which met in Geneva recently, has announced that internal tariffs between EFTA members would be cut by a further 10% in 1962. EFTA's next tariff cut originally had not been scheduled until July 1, 1963.

The first EFTA internal tariff cut of 20% was made on July 1, 1960, and the second reduction, one of 10%, was put into effect July 1, 1961.

The new 10% cut—bringing the total to 40%—will be effective in Denmark and Sweden on March 1, 1962, and in Norway not later than September 1, 1962.

Import Control on Packaging Items Changed by Ecuador

QUITO.—The following packaging items have been moved from the Ecuador Central Bank Import List II (nonessential items) to List I (essential items):

Blocks, slabs, tubes, rods, and sheets, polished or otherwise surface-worked, made of celluloid or plastic material (import tariff No. 965-a); aluminum containers including tubes for packaging paints and medicines, with or without inscriptions (import tariff No. 784-c); and crown and screw tops made of any kind of metal (tariff No. 754-c).

Items on List I pay an additional 5% ad valorem c.i.f. duty in place of the additional 15% ad valorem c.i.f. charged on all List II import items. List I import items require a 25% prior deposit compared with a 100% prior deposit required on List II imports. All imports, with very few exceptions, are paid for at the official rate of exchange of 18.18 sucres to US$1.

This action was effected by Monetary Board Regulation No. 72, published and effective on November 23, 1961.—U.S. Embassy.

Dominican Republic Ends Dried Coconut Export Tax

The Dominican Republic has ended the export tax of 2.50 pesos per thousand (1 peso=US$1) on dried coconuts which had been established in 1960 (FCW, Nov. 21, 1960, p. 9).

The new law, No. 5623 of September 12, 1961, was published in the Official Gazette of September 20, 1961.

Canada Sets Labeling Rules for Containers

In view of the increasingly widespread use of pressurized containers for foods, drugs, and cosmetics the Food and Drug Directorate of the Department of National Health and Welfare in Ottawa has issued instructions for the guidance of manufacturers so they may insure that their labels for such items meet the requirements of the Food and Drugs Act and Regulations.

The labels of products packaged in pressurized containers which show the following information will comply with the requirement of the Food and Drugs Act and Regulations:

The net contents declaration should represent the weight or volume of the material present in the container and delivered (when directions for use as given by the manufacturer are followed). The weight or volume of the propellant should not be included in the statement of net contents.

For drug products and cosmetics in which one or more active ingredients are ordinarily diluted with a vehicle, the net contents declaration by volume should represent the volume of the active ingredient plus the diluent which are delivered, but should not include the volume or weight of the propellant.

Manufacturers and exporters of these products to Canada are requested to examine their labels to insure that they conform to the regulations not later than July 1, 1962.

Argentina Increases Area For Industrial Promotion

BUENOS AIRES.—The Argentine Government has extended the northwest area to be benefited by the industrial promotion decree of October 20, 1961, (FCW, Nov. 20, 1961, p. 27). The following provinces will now be included in the underdeveloped area eligible for benefits:

Santa Fe Province.—9 de Julio, Vera, and General Obligado.

Cordoba Province.—Sobremonte, Rio Seco, Tulumba, Iachillin, Totoral, Cruz del Eje, Punilla, Pinas, Pocho, San Alberto, and San Javier.

San Juan Province.—Calingasta, Iglesia, Valle Fertil, and Jachal.

The eastern part of Chaco and Formosa Provinces also are included in the new action, taken in accordance with a decree of December 5.—U.S. Embassy.

U.S. exports of unmanufactured tobacco in November 1961 totaled 69.5 million pounds—17.9% below those for November 1960, according to the Bureau of the Census.

Germany Establishes New Court for Patent Appeals

BONN.—A new court for patent appeals and other patent actions is an important feature of legislation passed last year amending Germany's old Patent Law.

Called the Federal Patent Court, the new tribunal takes over the appeals jurdisdiction of the Patent Office. Appeals from decisions on patent applications formerly were heard in a special division of the Patent Office, but this system was held unconstitutional by Germany's Supreme Administrative Court which ruled that the Patent Office could not act as a court of law. Accordingly, the German Parliament changed the system through a Constitutional amendment and modifications of the Patent Law creating the new Federal Patent Court with its seat in Munich, where the Patent Office also is located.

The new body has jurisdiction to hear and decide on appeals from decisions of the Patent Office; it also tries actions to have a patent voided or revoked, or for the grant of compulsory licenses. From decisions of the Patent Court in appellate matters a further appeal may be taken to the Federal Supreme Court, but only if the Patent Court grants permission. In other matters, an appeal may be taken to the Supreme Court as of right. Actions in the Patent Court are decided by a number of divisions called Senates, each having both a law member and at least two technical members with scientific competence in the matters involved.

Secret Patents May Be Granted

Among other changes made by the amending legislation, the new provisions make it possible for a secret patent to be granted to a private applicant where the invention involves a "state secret" within the meaning of the law of treason. Secret patents previously could be taken out only by the German Government. If the Patent Office classifies an invention as secret, and the inventor therefore refrains from its use for peaceful purposes, the German Government is required to pay him an indemnity for the loss sustained.

The new legislation also incorporates in the Patent Law modifications of the Paris Convention for the Protection of Industrial Property which were agreed upon in Lisbon in 1958.

The amending law is contained in the Bundesgesetzblatt (Federal Bulletin) 1961, part I, page 274, and is available for reference in the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington, D.C. Photostat copies are available from the Photoduplication Service, Library of Congress, Washington 25, D.C., at a nominal cost.—U.S. Embassy.

Lebanon Removes Import Restrictions on Rice

BEIRUT.—Lebanon has removed rice from the list of products requiring an import license and issued Decree No. 1160 on January 4, 1962, exempting husked, polished, or cleaned rice from import duty whatever its country of origin.

This action was taken because Lebanon was unable to obtain from Egypt the 1962 rice quota of 15,000 metric tons and the fear of an ensuing increase in the cost of living resulting from the depleted local rice stock.

Rice heretofore was admitted duty-free only when it originated in one of the countries which joined the Inter-Arab Trade and Transit Agreement of September 7, 1953.—U.S. Embassy.

Bolivia Lowers Duties On Various Products

LA PAZ.—The Bolivian Government recently published a decree which put into effect a number of changes in the country's customs tariff of June 1, 1961 (FCW, July 31, 1961, p. 20). In most instances the changes were in the form of more detailed specifications in the description of the items, reduced duty rates, or placing the items on the free import list. Only a few import items affected are in the consumers or finished product categories.

In addition to removing all duties on certain items, reductions of duties on others ranged from 6% to 8% ad valorem and from 500 to 1,500 bolivianos, specific duty per gross kilogram (12,000 bolivianos=US$1).

Also, certain items on this list of revisions are exempted from the consular fee of 6% on the c.i.f. value and the specified sales tax. A few of the items included in this revised list are the following: Rubber tires, inner tubes and tire flaps for airplanes, certain acids, synthetic textile fibers, hoops and strips of iron and steel (certain specified sizes), ingots, blocks, and similar steel forms, lifting machinery and related apparatus, shot and angular grit and similar forms of steel, and iron and steel powder.

The decree putting the changes into effect was dated November 17, 1961. Inquiries on particular duties may be addressed to the American Republics Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C., or to any Commerce Department Field Office.—U.S. Embassy.

Turkey Sets 1962 Import Program at $560 Million

Turkey's imports for 1962 are expected to amount to approximately $560 million, according to a Turkish Government announcement. The breakdown of this figure includes:

Investment goods, $235 million; raw materials, $220 million; consumer goods, $50 million; and U.S. agricultural surplus commodities, $55 million. The program is designed to aid the Government's economic stabilization effort by conserving foreign exchange and allocating funds for the importation of essential productive goods.

As is customary, the Turkish authorities have designated a fixed amount of the country's estimated total imports to be imported under the regular import licensing program. For calendar year 1962 this figure is $380 million and for the 8th import program (January-June) one-half of this amount, as follows:

Liberalized list, $95 million; quota list, $65 million; and imports from bilateral trading countries, $30 million. The liberalized list includes items for which licenses are granted freely upon application while the quota list includes those for which specific amounts of foreign exchange are allocated. Imports from bilateral trading countries are subject to separate quotas.

No significant alterations have been made in the composition of the liberalized and quota lists and many items, including passenger cars, are still banned.

Several changes have been made, however, in the regulations covering imports under the 8th program, including the acceptance of bank letters in lieu of the guaranty fee previously required in cash or in the form of state bonds. Also, in case of force majeure, authorization may be granted to extend the import periods. In addition, industrialists will no longer be subjected to a 50% advance payment previously required for imports against documents.

Questions on the 8th import program may be addressed to the Near East-South Asia Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C., or to any of the Department's Field Offices.

U.S. cottonseed oil exports in November 1961 dropped to 27.2 million pounds as compared with 42.7 million in October, but the total for the 2 months was slightly higher than in the corresponding 1960 period, the Bureau of the Census reports.

Cottonseed oil exports fell in November due to substantially lower shipments to Mexico, Morocco, Pakistan, Israel, and other important markets.

Portugal Plans Larger Expenditures in 1962

LISBON.—The Portuguese national budget for 1962 provides for total expenditures of 12,461 million escudos (US$436.1 million) compared with 11,781 million (US$412.3 million) in 1961. Receipts will amount to an estimated 12,463 million escudos (US$436 million) in 1962 compared with 11,787 million escudos (US$412 million) last year.

The principal increase in the new budget is for defense and security expenditures which will represent 36% of the total budget, compared with 33% in 1961. This does not take into account the substantial increase in the defense budget in the last half of 1961. The introduction to the new budget stated that in 1961 it had been necessary to spend 1,725 million escudos (US$60 million) more on the defense establishment than had been originally budgeted because of unusual defense requirements.

The 1962 budget presentation does not indicate how the additional military funds were raised in 1961, but refers rather generally to the new taxes of June 1961 and to "strict budget economies" made by all Government departments.

The budget decree stressed that investment for economic development purposes planned for in the second 6-year development plan would not be cut back in 1962 because of increased defense spending. The law provides 1,371 million escudos for economic developments in 1962 compared with 1,252 million in 1961.

The increase in 1962 expenditures is to be covered by anticipated greater tax receipts this year resulting from the usual normal increase in revenues and higher taxes to be levied in some categories.

Of special interest in the budget decree was the statement that central bank gold and foreign reserves had increased in November 1961 to $612.2 million from $605.6 million in September, thus reversing a year-long downward trend.

The Minister of Finance expressed the hope that the country's economy would continue to expand with a continuance of a stable price level and sound currency in spite of the priority given to military spending, which he predicted would not reduce consumer spending.—U.S. Embassy.

Import Controls on Textile Machines Revised by Ecuador

QUITO.—Machines for the sizing and finishing of yarns and textiles (import tariff item 846–a) have been moved from the Central Bank's Import List II to the Bank's Import List I.

Items on List I (essential items) pay an additional 5% ad valorem c.i.f. duty in place of the additional 15% ad valorem c.i.f. charged on all List II import items. Also, List I import items require only a 25% prior import deposit compared with the 100% prior import deposit required on List II imports. All imports, with very few exceptions, are paid for at the official rate of exchange of 18.18 sucres to US$1.

This action was effected by the Monetary Board Regulation No. 188, dated and effective on December 12, 1961.—U.S. Embassy.

Venezuela To Assign Areas For Petroleum Exploration

CARACAS.—The executive branch of the Venezuelan Government has been authorized to assign 33 areas of land for petroleum exploration and exploitation to Corporacion Venezolana del Petroleo, the Government-owned oil company.

Private companies may wish to begin negotiations to enter into service contracts with the Corporacion for development of these areas.

The authority to make assignments is based on a Senate Resolution of December 13, 1961, published in Gaceta Oficial No. 26,724 of December 14, 1961.

A translation of the resolution, giving the exact locations and number of hectares of each of the areas, is available from the American Republics Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.—U.S. Embassy.

Argentina Lowers Import Surcharge on Cigarettes

The surcharge on imported cigarettes has been reduced from 150% to 20% of the c. and f. value, in accordance with a recent Argentine decree.

In addition, the internal taxes on both locally manufactured and imported cigarettes have been fixed at 45% of the sales price, including the sales tax, on packages of 10 cigarettes selling up to 4 pesos and at 60% on packages of 10 cigarettes selling for more than 4 pesos a package (approximately 83 pesos= US$1). Previously, the tax on cigarettes selling for more than 4 pesos a package amounted to 75% on imported cigarettes and 64.8% on some local cigarettes.

These measures, taken in accordance with Decree No. 11, 711, dated December 14, 1961, became effective January 1, 1962, and will remain in force for a trial period of 6 months.—Boletin Oficial, December 20, 1961.

Thai Sugar Industry Fund Established

BANGKOK.—The Thai Sugar Industry Act has become law. Its passage is intended to alleviate the deteriorating condition of the domestic sugar industry. A large sugar surplus has accumulated and as a result local sugarcane and milled sugar prices have been adversely affected.

The act basically concerns:

- Setting up the Sugar Industry Fund, an aid device intended to assist sugarcane planters and to promote additional exports. Fund income is derived from an assessment on the production of sugar mills; collection is made upon removal of the sugar from the mill.
- Establishing the maximum production capacity of each sugar mill, the minimum price of sugarcane, the maximum selling price for sugar, and the dates of the milling season.
- Appointment of the Sugar Industry Board of Directors for operating the Fund.

Approximately 80% of the Fund has been designated for export promotion with direct payments to exporters contemplated. The Thai Sugar Industry Act became law on November 23, 1961.—U.S. Embassy.

Jordan's Policy on Imports Via Aqaba Port Not Rigid

AMMAN.—Jordan now requires that imports from 31 countries, including the United States, be made via the Red Sea port of Aqaba, the country's only outlet. The bulk of Jordan's imports heretofore have been effected through Lebanon's Mediterranean port of Beirut and transshipped either by rail or truck via Syria.

This new policy is not followed rigidly if special hardship is demonstrated in situations where imports become more costly as a result of their necessitating transshipment enroute when direct steamship services to Aqaba are not available.

Each importer's application for exception will be considered on its own merits by the Jordanian authorities.—U.S. Embassy.

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Available from U.S. Department of Commerce Field Offices, or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Brazilian State To Improve Electric Power Facilities

Electric transmission and distribution facilities are scheduled to be improved in the State of Minas Gerais, Brazil.

The Inter-American Development Bank has approved a loan equivalent to $5 million for the project. Borrower is Centrais Electricas de Minas Gerais, S.A. (CEMIG), of Belo Horizonte.

Statewide Program

CEMIG, partly owned by Minas Gerais, is carrying out a statewide program of electrification, including construction of major generating facilities and transmission, and distribution systems.

The program, being financed by state and federal funds and loans from the World Bank and Export-Import Bank, will increase present installed generating capacity of 260,000 kilowatts to 760,000 kilowatts by 1965.

Approximately 300,000 kilowatts of this increase represents half the capacity of the hydroelectric installation being constructed by Furnas, a company in which CEMIG has a substantial participation.

This increase in generating capacity must be accompanied by the expansion of transmission and distribution facilities. Consequently, CEMIG plans a program which will bring power in the next 5 years to 140 additional localities with 150,000 consumers in the interior of the State.

Economic Growth To Increase

This will bring modern power and light facilities to regions whose economic development has been held back due to the lack of such basic services. This will create the basis for more rapid economic growth, especially in mining and food processing.

Total cost of the 5-year program is estimated at the equivalent of $35 million.

The Bank loan will finance part of the cost of the construction of 2,234 kilometers of transmission and subtransmission lines and the construction of 42 substations with a total capacity of 78,000 kilovolt amperes. It will be used to cover the purchase abroad of aluminum and copperweld ingots for manufacture of equipment in Brazil and to cover local costs of material, equipment, and services.

Up to $3.5 million of the loan will be granted in dollars or currencies of other member countries and up to $1.5 million in cruzeiros to cover local currency expenses. Up to $1.5 million of the dollar portion may be used to cover expenses in local currency.

Venezuela's North-Central Region To Have Two Express Highways

TWO express highways will be constructed in north-central Venezuela, the country's most populous and rapidly developing region.

They will provide fast roads for the movement of goods and people through the area, and will make an important contribution to the reduction of transport costs.

The World Bank, in its first loan to Venezuela, will extend a credit of $45 million for the project.

The expressways consist of two separate sections of controlled access, multi-lane toll roads.

One will run 37 miles south from Coche, a Caracas suburb, to Tejerias where it will connect with an existing expressway into Valencia, an important industrial city.

The other, 22 miles long, will run from Valencia to El Palito where it will connect with the coast road to Puerto Cabello, the country's second largest port.

Construction will include earthworks, bridges, viaducts, tunnels, paving, interchanges, toll stations, and compensatory works such as diversion of rivers and the relocation of existing roads and services.

The expressways form part of the Government's 4-year highway development program which began in July 1960.

A section of the Coche-Tejerias expressway will provide rapid transit to a new urban settlement scheme the Government proposes to develop about 25 miles south of Caracas.

The Valencia-Puerto Cabello expressway will enable the port to serve its large hinterland more efficiently and should also make possible an extension of its service area to include Maracay and possibly Caracas.

The Ministry of Public Works is responsible for execution of the project. The Government intends to retain consulting engineers in an advisory capacity to review the project designs and specifications and to advise generally on construction, supervision, and materials testing.

Construction work will be undertaken by contract after international competitive bidding.

Construction of the expressways is already underway and is now about 15% complete.

Total cost including construction, land acquisition, and engineering, is estimated at the equivalent of $160 million; $120 million for construction alone is required to complete the highways.

The Bank loan of $45 million will finance the foreign exchange required for imported equipment, materials, and engineering services, and the Government of Venezuela will finance the remaining costs from budgetary appropriations.

Venezuelan manufacturing industry, which now accounts for almost 12% of the gross domestic product, is located largely around Caracas and Valencia. Because of the near saturation of the Caracas area, the Government is encouraging new industry to locate away from Caracas, and the expressways will link several areas of high industrial potential.

South Africa To Expand Power Facilities, Railways

The Republic of South Africa, with World Bank assistance, plans to improve and expand electric power facilities and railways.

A Bank loan of $11 million to the Government will provide part of the foreign exchange required for a program being carried out by the South African Railways and Harbours Administration.

A second loan, of $14 million to the Electricity Supply Commission (ESCOM), will assist the expansion of the generating and transmission system which serves the country's most heavily industrialized and mining areas.

Same Pattern for Rail Program

The Railways and Harbours Administration, a Government department under the Ministry of Transport, operates the railway system, the harbors, airways, and some road transport services.

The current expansion for the 1960-65 period follows the same general pattern as earlier programs—adding capacity to meet demands for services, eliminating traffic bottlenecks, and carrying out further electrification and dieselization.

About 80% of the freight carried by railways is heavy bulk traffic between the mining areas in Transvaal and Natal, the industrial area of Witwatersrand, and various agricultural areas and the ports.

Estimated cost of the 5-year program is the equivalent of $840 million. The Bank loan of $11 million will cover part of the foreign exchange requirements

(See Expansion, page 180)

Three States in India To Undertake Irrigation, Flood Protection Works

INDIA plans to undertake projects in three states involving irrigation, flood protection, and surface drainage. The aim is to increase agricultural production.

The planned undertakings are part of the third 5-year plan. They are expected to substantially increase the value of production in the respective areas and to improve living standards of the farmers.

The International Development Association (IDA) has extended credits totaling $22.5 million for the projects.

A credit of $8 million will assist the Salandi project for irrigation of 225,000 acres in the State of Orissa; another, of $4.5 million, will help finance completion of the Shetrunji project for irrigation of 86,000 acres in the State of Gujarat; the third, of $10 million, will assist a project of flood protection and surface drainage of 8 million acres in the State of Punjab.

Orissa To Try Double Cropping

The 225,000 acres of land to be irrigated in Orissa are now under dry farming and are used for only one crop a season. Crop failures are frequent because of the unreliability of rainfall.

With irrigation, double cropping will be undertaken on almost 40% of the land; much higher yields will be obtained for rice, the main crop, and a variety of new crops will be introduced.

The project includes construction of a dam on the Salandi River, a main canal 45 miles long, and 450 miles of distribution canals, as well as related structures necessary for the operation and maintenance of the dam and the canals. Extension services are well established in the area.

In addition, the State of Orissa will provide technical assistance to farmers in the planning, construction, and operation of field channels and in the establishment and operation of a training program to improve techniques of irrigation farming.

As a consequence full use is expected to be made of the available irrigation water sooner than is usually the case in India.

Total cost is estimated at the equivalent of $16 million. The State of Orissa will provide 40% of the necessary financing and the Central Government will provide 60% as a loan, most of which will come from proceeds of the IDA credit.

The project is being constructed and will be operated by the Chief Engineer, Irrigation, Department of Works of Orissa. Most of the work will be carried out by local contractors selected by competitive bidding. Imported equipment will be purchased on the basis of international competitive bidding.

Gujarat To Build Canals

The Shetrunji irrigation scheme will provide water for 86,000 acres of land in the State of Gujarat.

Some of the main civil works, including a dam across the Shetrunji River, have already been built. Work to be undertaken to complete the project involves building 94 miles of main and distribution canals, houses, workshops, buildings, and service roads.

The State of Gujarat will provide technical services to farmers to bring about prompt utilization of the available water. The lands most suitable for irrigation will be selected on the basis of a detailed soil survey now being carried out.

The State Ministry of Agriculture will organize two demonstration farms and provide extension services for improving techniques of irrigation farming. As a result, it is expected that, like the Salandi project, the irrigation water will be fully utilized sooner than is usual in the country.

Total cost of the project is estimated at the equivalent of $9 million. The State of Gujarat is providing half the funds; the other half, the rupee equivalent of the $4.5 million IDA credit, will be provided as a loan from the Central Government to the State.

The project is being constructed and will be operated by the Irrigation Department of Gujarat.

Local contractors selected by competitive bidding will carry out most of the work, with the Department supplying the machinery and most of the materials. All imported equipment will be produced on the basis of international competitive bidding.

Punjab Seeks To Prevent Floods

The State of Punjab was once one of India's chief agricultural states. However, extension of irrigation and the building of embankments for roads, railways, and town sites, without provision for adequate drainage, has caused the water table to rise steadily.

Wide areas of the State are now severely waterlogged, a condition which has reduced agricultural production. In many places the land has also become salty and useless for agriculture.

The high water table has also aggravated the serious floods which occur when the monsoon is heavy. These cause severe loss of life as well as of agricultural production and heavy damage to buildings and other property.

To prevent this flooding, Punjab is building embankments along the rivers to keep them in their channels and constructing a system of adequate surface drainage.

The project being assisted by the IDA credit consists of the construction of 17 miles of such embankments, enlargement of 300 miles of existing drains, and the excavation of 2,000 miles of new drains.

Estimated cost of the works to be undertaken is equivalent to $20 million. The Central Government will make the entire amount available through loans to the State of Punjab. Half of them will represent proceeds of the $10 million IDA credit.

The project will be executed by the Irrigation Branch of the Public Works Department of the Punjab State Government.

Village communities and local contractors selected by competitive bidding will execute most of the works. All imported equipment will be purchased on the basis of international competitive bidding.

Viet-Nam Government Plans Several Power Projects

The Government of Viet-Nam, with a $12.7 million credit from the Development Loan Fund, is planning several power projects.

Included are construction of a 33,000-kilowatt thermal plant with a single boiler coal-fired and turbo generator, together with auxiliary equipment. Also planned are a 26-mile, 66-kilovolt transmission line, four 66/15 kilovolt substations, and 40 miles of 15-kilovolt distribution lines.

The powerplant will be located at Thuduc, north of Saigon and near Saigon River. All materials financed will be for U.S. purchase only.

Danhim Hydroelectric Plant, about 150 miles from Saigon, will be built by Japanese under reparations agreement. Details of this project are not yet available.

The thermal plant is expected to be completed in mid-1963 and the hydro project at a later and, as yet undetermined date. Upon completion of these projects the base power load for the Saigon Cholm area will be met. Existing diesel plants now in operation will provide standby and peaking load requirements.

Murcia Canning, Food Fair To Be International Event

VALENCIA.—The 1962 Canning and Food Fair in Murcia, Spain, will be held March 25 to April 10. It will be an international event for the first time since its beginning in 1958.

As U.S. food preservation equipment is not widely known in Spain, the Fair represents a good opportunity for U.S. manufacturers to introduce their equipment to a receptive market.

The meat, vegetable, and fish preserving industry in Spain is in need of modern equipment. The industry is facing serious competition from other European countries, and many of its traditional markets are now within the Common Market area. Spanish operators must either modernize or suffer losses.

Interested firms should note that the Murcia Fair is only the first of three at which their products could be displayed. The other two are the Valencia International Samples Fair (May 1-20) and the Barcelona Samples Fair (opening June 1).

With but little added expense, the same exhibit could be made to serve three different fairs.

The U.S. Consulate General in Valencia will operate a Trade Information Center (TIC) at the Murcia Fair.

U.S. exhibitors and business visitors have been urged to register at the Center so inquries sent there may be directed to the appropriate parties.

The TIC staff will actively pursue the interests of U.S. firms which are exhibiting at the Fair, as well as of those unable to take part directly.

Publishers of trade journals have been requested to send the Consulate General at Valencia as many copies of their publications as possible for use in the Center.

U.S. firms wanting to establish or expand markets in Spain have been invited to send multiple copies of their descriptive literature, brochures, price lists, and house organs. The material will be exhibited, then distributed on a selective basis to potential business prospects.

Packages of publications and literature should be sent to the Consulate General as soon as possible. They should be addressed to the attention of the Commercial Officer and marked internally, "For use at the Canning and Food Fair TIC."

Publicity pamphlets, a catalog of the 1960 fair, applications for admission, and regulations governing importation of goods to be exhibited at the Fair are available from the Fairs and Exhibitions Section, Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Further information may also be obtained by writing to the Feria International de la Conserva y Alimentación, Murcia, Spain.

International Toy Exhibition Planned in Denmark in 1963

COPENHAGEN.—An international toy exhibition will be staged by Copenhagen, Denmark, in the Spring of 1963. Although it will run for 10 days, the exact dates have not yet been decided. They will be announced in Foreign Commerce Weekly as soon as available.

Only manufacturers may exhibit and the number of participating countries will be limited to Denmark, the United States, United Kingdom, Italy, France, Federal Republic of Germany, and Japan.

Additional information and exhibit data may be obtained from: Forum A/S, Jul. Thomsens Plads, Copenhagen V., Denmark.—U.S. Embassy.

Refrigeration Exhibit Scheduled in London

The first International Refrigeration Fair will be held in the Grand Hall, Olympia, London, April 13-19. The management expects to present one of the most complete displays of refrigeration equipment, materials, and services ever shown in England.

Exhibits will include refrigeration powerplant, insulation and refrigeration construction, instrumental equipment, cold storage and quick-freezing processors' equipment, heat-exchange equipment, refrigerants, and related items.

The Fair is sponsored by the British Refrigeration Association, and reportedly enjoys the active support of the several British organizations.

Additional information may be obtained from the Press Office, International Refrigeration Fair, 2 Dunraven St., London W.1., England.

Advantages of Trade Fairs Described in New Booklet

The U.S. Department of Commerce has published a new, four-color booklet describing the sales advantages which can accrue to U.S. businessmen through participation in U.S. Trade Fairs.

The 16-page booklet, called "America's Showcase Abroad," shows how a businessman may enter the program, describes sales of U.S.-made goods which have come out of past U.S. trade fair exhibitions, and outlines—in quick, easy-to-read form—details on such subjects as display designing and export-packing requirements.

A brief summary also is given of the wide range of other services available to export-minded U.S. businessmen through the Department's Bureau of International Business Operations.

These services include presentation of U.S. business proposals overseas through roving teams of international trade specialists and U.S. businessmen; research studies on world markets, most of them broken down on a country-by-country basis; current reports on overseas investment opportunities; and exhibition opportunities for U.S.-made products in permanent U.S. Trade Centers abroad.

Copies of the booklet are available through Commerce Department field offices, or from Industrial Promotion, Office of International Trade Fairs, U.S. Department of Commerce, Washington 25. D.C.

Hospital Equipment Exposition To Take Place in Cologne

DUESSELDORF.—An International Hospital Exhibition will be held in Cologne from May 7 to 12. Exhibitors will display hospital construction equipment and supplies, and foodstuffs especially developed for medical institutions.

The first German Hospital Exhibition was held in June 1958, and, according to trade organizations and exhibitors, was a complete success. A total of 410 firms, including 20 from six foreign countries, participated. They received numerous inquiries, established good business contacts, and booked some orders.

U.S. manufacturers of hospital equipment are eligible to participate. Interested firms are invited to write to the Exhibition management's representative in the United States, the German-American Chamber of Commerce, Inc., 666 Fifth Ave., New York 19, N.Y.

Further details and information on procedures and conditions of participation are available from that office.

Swedish Trade Fair Offers Scandinavia Show Window

One of Scandinavia's largest trade fairs, the 11th International Expo Oresund, will be held at Helsingborg, Sweden, June 1-11.

This fair is a collective exhibit described by the management as an inexpensive and convenient means of enabling manufacturers to study the market possibilities of Scandinavia, to establish contact with firms and agents in those countries, and to present their products to the Scandinavian market.

Arrangement may be made to promote sales and book orders at the fair. All types of products may be exhibited.

A brochure describing the Expo Oresund is available on loan from the Trade Fairs and Exhibitions Section, Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or inquiries may be addressed to Helsingborg Exhibitions, Ltd., Helsingborg, Sweden.

Expansion . . .

(Continued from page 177)

through the 1962-63 period.

All orders for imported equipment have already been placed on the basis of international competitive bidding.

ESCOM Chief Electricity Source

ESCOM, an autonomous Government corporation, provides about three-fourths of all the electricity used in South Africa.

Its present program, begun in 1960, will run through 1964; it will cost the equivalent of $274 million. It provides for the addition of 1,385,000 kilowatts of new generating capacity, an increase of nearly 40%, and the construction of 3,550 circuit miles of transmission lines.

ESCOM's operations are divided into seven regional undertakings which serve different parts of the country.

The Cape Northern-Rand and Orange Free State-Eastern Transvaal system for which the loan will be used is the largest. It accounts for four-fifths of ESCOM's sales of energy and serves the principal industrial and mining areas of the country.

ESCOM's expansion program for this system calls for the addition of 870,000 kilowatts of new capacity through construction of the new Komati power station in Eastern Transvaal, with an initial capacity of 750,000 kilowatts, and expansion of the Highveld power station in the Orange Free State by the addition of generating units with capacity of 120,000 kilowatts.

Also included is construction of 314 circuit miles of high-voltage transmission lines with associated substations.

Total cost of these works is estimated at the equivalent of $122.5 million. The Bank loan of $14 million will provide the foreign exchange required through 1962.

All imported equipment has been or will be purchased on the basis of international competitive bidding.

Electronic Components Show To Take Place in Paris

An International Exhibition of Electronic Components will be held in Paris February 16-20.

The management reports it has already received over 600 applications for exhibit space (compared with 450 in 1961), 190 of which are from countries other than France.

Despite the increase in the available display area, the management fears there will not be enough space to accommodate all the exhibitors. The event this year will be far larger than that held last year; over 100,000 foreign visitors alone attended in 1961.

Exhibition this year is restricted to capacitators, coils, transformers, switchings, safety devices, resistors, racks and chassis, aerials, relays, electronic tubes, semiconductor devices, and dial meters.

Further information is available, in French and English, from the Fairs and Exhibitions Section, Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington, D.C.

Interested firms may also write to the public relations and press officer for the exhibition, M. Maurice Ruby, S.D.S.A., 23 Rue de Lübeck, Paris 16.

Household Goods, Hardware To Be Exhibited in Cologne

The 1962 International Household Goods and Hardware Fair will be held in Cologne, Germany, February 23-26.

This is expected to offer an excellent opportunity for U.S. manufacturers and exporters wanting to establish or expand sales of their products in Germany and Western Europe.

Interested U.S. firms have been asked to furnish the U.S. Consulate General in Duesseldorf with complete details, including type of arrangement desired.

The U.S. Consulate General in Duesseldorf will operate a Trade Information Center (TIC). U.S. exhibitors and business visitors have been asked to register at the Center so inquiries sent there may be directed to them.

The TIC staff will actively pursue the interests of U.S. firms which exhibit, as well as those unable to participate directly.

Publishers of trade journals have been requested to send the U.S. Consulate General at Duesseldorf as many copies of their publications as possible for use in the Center.

Interested U.S. firms have been invited to send multiple copies of their descriptive literature, brochures, price lists, and house organs. The material will be exhibited, and distributed on a selective basis to potential business prospects.

Packages of publications and literature should be sent to the Consulate General as soon as possible. They should be addressed to the attention of the Commercial Officer and marked internally, "For use at the Household Goods and Hardware Fair TIC."

Turin Clothing Mart Showcase Scheduled

TURIN.—The 14th semi-annual showing of the Salone Mercato Internazionale Dell'Abligliamento (SAMIA) is tentatively scheduled for April 7-15. The spring showing of SAMIA generally displays fall and winter clothing, while the fall showing presents the spring and summer lines.

The value of this exhibition to the ready-to-wear clothing industry is shown by the experience of the 13th SAMIA, held in Turin October 14-22, 1961.

At this show 6,400 buyers (5,000 Italian) were able to view the products of 196 exhibitors, 14 of which repersented foreign firms. Only one U.S. company participated. Business amounting to $3 million reportedly was transacted at the 13th SAMIA; later sales made as a result of the exhibition may well have doubled this figure.

U.S. Participation Wanted

The organizers of SAMIA have indicated a strong interest in securing greater participation by U.S. firms, both as buyers and exhibitors. They believe, however, that U.S. manufacturers of ready-to-wear outer garments may encounter marketing difficulties unless they can manufacture items in Italian styles, measurements, and color and weight references.

On the other hand, they believe that U.S. manufacturers will find a greater market for such items as underwear, lingerie, bathing suits, raincoats, and work clothing.

A copy of the official catalog of the 13th SAMIA is available on loan from the Trade Fairs and Exhibitions Section, Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.—U.S. Consulate.

WORLD TRADE INFORMATION SERVICE

The World Trade Information Service (WTIS), a series of reports on the countries of the world, is divided into three broad subject categories—economic, operational, and statistical. The reports contain a wealth of authoritative, basic, background information, essential for exporters, importers, and all concerned with world trade.

The service may be ordered by part, or individual country reports may be purchased. The prices are: Part 1, Economic Reports ($6 a year; $9.75 if mailed abroad); Part 2, Operations Reports ($6 a year; $11 if mailed abroad); Part 3, Statistical Reports ($6 a year; $8.50 if mailed abroad). Individual reports range from 10 to 20 cents in price.

Subscriptions for the World Trade Information Service may be placed with U.S. Department of Commerce Field Offices or with the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Remittances should be made payable to the Superintendent of Documents. Individual reports may be purchased from the Department's Field Offices or the Superintendent of Documents.

The most recent WTIS reports are:

Economic Reports

Basic Data on the Economy of Cambodia. WTIS, part 1, No. 61-65. 16 pages. September 1961. 15 cents.

Pakistan: A Growing Market for U.S. Products. WTIS, part 1, No. 61-66. 15 pages. September 1961. 15 cents.

Basic Data on the Economy of the Federal Republic of Cameroon. WTIS, part 1, No. 61-68. 13 pages. October 1961. 15 cents.

Basic Data on the Economy of the Federation of Malaya. WTIS, part 1, No. 61-69. 17 pages. October 1961. 15 cents.

Establishing a Business in Portugal. WTIS, part 1, No. 61-70. 10 pages. October 1961. 15 cents.

Basic Data on the Economy of Honduras. WTIS, part 1, No. 61-71. 20 pages. October 1961. 15 cents.

Investment Law of the Ivory Coast. WTIS, part 1, No. 61-72. 12 pages. November 1961. 15 cents.

New Books and Reports

Europe's Needs and Resources: Trends and Prospects in Eighteen Countries. By J. Frederic Dewhurst, John O. Coppock, P. Lamartine Yates and associates. Twentieth Century Fund. New York, 1961. 1,198 pp. Cloth, $12.

Eighteen countries of Western Europe, now enjoying the highest standard of living in all their history, stand on the threshold of a period of still further growth that by 1970 will give them an estimated population of 320 million and a combined gross national product of $342 billion, an increase of 55% over the "base" year of 1955, according to this study directed by Dr. Dewhurst, formerly executive director of the Twentieth Century Fund.

Countries included in the survey are Finland, Sweden, Denmark, Norway, Iceland, Ireland, United Kingdom, Netherlands, Belgium, Luxembourg, German Federal Republic (including the Saar and West Berlin), Austria, Switzerland, France, Spain, Portugal, Italy, and Greece. The study looks at these Western European nations as a whole, as an economic entity, and also examines individual countries. Using 1955 as the base year projections of probable levels of economic activity by 1970 are made. Factors such as gross national product, productivity, population, employment, and private consumption expenditures are explored.

United States-Latin American Trade and Financial Relations. By John M. Dyer. University of Miami Press. Coral Gables, Fla., 1961. 188 pp. $4.95.

Designed to provide the foreign trade community with an insight into what is happening in this part of the world, the study examines U.S.-Latin American trade and financial relations and some of the major factors affecting that relationship.

Part I reviews the causes and effects of U.S.-Latin American trade relations. Part II discusses capital flow and its effects on trade. Part III presents a statistical review of 1960 trade for the 20 Latin American Republics; charts and maps are included.

The author, Associate Professor of Marketing and Foreign Trade at the University of Miami, served in 1959 as staff director of the Latin American Subcommittee of the Interstate and Foreign Commerce Committee of the U.S. Senate foreign commerce study.

Economic Bulletin for Europe. A United Nations publication. Geneva, 1961. 108 pp. $1.50.

Prepared by the Secretariat of the Economic Commission for Europe, this report—No. 2 of Vol. 13—presents a review of recent economic developments in Europe covering industrial production and employment, investment outlays and construction, agricultural output, and consumers' incomes and supplies in Eastern Europe and the Soviet Union; expanding demand in Western Europe; production, employment, and productivity; prices and costs; agriculture; Western Europe's trade and payments; and policies and prospects in Western Europe.

Also, completing a review of progress in three Eastern European economies which at the end of the war were the least industrialized, economic development in Rumania is analyzed.

The publication may be purchased in the United States from the Sales Section, Publishing Service, United Nations, New York.

Operations Reports

Preparing Shipments to the Republic of South Africa. WTIS, part 1, No. 61-66. 8 pages. September 1961. 10 cents.

Import Tariff System of Greece. WTIS, part 2, No. 61-68. 2 pages. September 1961. 10 cents.

Licensing and Exchange Controls—Viet Nam. WTIS, part 2, No. 61-69. 7 pages. September 1961. 10 cents.

Living Conditions in Switzerland. WTIS, part 2, No. 61-70. 8 pages. October 1961. 10 cents.

Import Tariff System of Belgium, Netherlands, and Luxembourg. WTIS, part 2, No. 61-71. 2 pages. October 1961. 10 cents.

Living Conditions in Argentina. WTIS, part 2, No. 61-72. 8 pages. August 1961. 10 cents.

Licensing and Exchange Controls—Turkey. WTIS, part 2, No. 61-73. 4 pages. November 1961. 10 cents.

Statistical Reports

Foreign Trade of Mexico, 1959-60. WTIS, part 3, No. 61-33. 4 pages. September 1961. 20 cents.

Foreign Trade of France, 1959-60. WTIS, part 3, No. 61-35. 8 pages. October 1961. 20 cents.

Japanese Textile Output Curtailed

TOKYO.—To cope with the sustained weakness of the domestic market and the poor export prospects of the future, the Japanese spinning industry made one of the heaviest postwar cuts in production on January first.

Drastic curtailment of textile production was decided upon at a meeting of the presidents of the national associations of the cotton, worsted woolen, and rayon staple industries, with officials of the Ministry of International Trade and Industry.

Accordingly, cotton mill production in the first quarter of 1962 will be reduced 7% from the present operating rate. Production of worsted woolen mills is to be cut by about 5% and the spinning of rayon staple will be reduced by about 9%.

The new production rates will represent the largest curtailment of production by woolen spinners and the second largest cutback for cotton and rayon staple spinners that they have ever experienced. It is reported that the Japanese cotton mills will operate only 6,730,000 of their 9,020,000 spindles and the worsted woolen mills only 950,000 of their 1,570,000 spindles, as a result of this cutback.—U.S. Embassy.

Italy's Rubber Product Industry Sets Record

MILAN.—Boom conditions characterized the Italian rubber products industry in 1960 and new record rates of growth were established.

With the leading Italian producers operating at full capacity, total production of rubber products climbed to an alltime record of 198,854 long tons—a 30% increase over 1959. Apparent domestic consumption of rubber products increased 28% in 1960.

In foreign trade, export volume of Italian rubber products jumped 86% over 1959 and imports increased by 122%. Notwithstanding the large gain in imports, the value of rubber product exports was still twice as large as that of imports. A summary of the foreign trade picture, in long tons and millions of dollars, follows:

	Exports		*Imports*	
	Volume	*Value*	*Volume*	*Value*
1959	17,405	$27	8,546	$10
1960	33,192	$47	13,416	$14

The satisfactory expansion of the Italian rubber products industry may be attributed partly to the expansion of automobile and truck production, up 28% and 74%, respectively, over 1959. Production of motor vehicle tires and tubes totaled 108,929 long tons—an increase of 31% over 1959 production of 82,928 tons. Exports of tires and tubes increased from 12,122 long tons in 1959 to 22,208 tons in 1960, an increase of 83%.

Production of nontransportation articles rose from 40,682 long tons in 1959 to 53,589 tons in 1960, up 32%. Production of retreading materials, now tabulated separately from the technical articles category, reached 15,244 long tons in 1960, a 35% increase over 1959. Production of cycle tires and tubes, footwear, and sanitary items did not show any spectacular gains over the previous year, although the trend was upward.

Italian industrial consumption of synthetic rubber was up 54% in 1960 to 43,398 long tons. Some 37,683 long tons had to be imported, representing a 122% increase over 1959. The United States supplies 73% of synthetic rubber imports. The proportion of synthetic to natural rubber consumed in 1960 reached a total of 40% compared to 34% in 1959 and 26% in 1958.—U.S. Consulate General.

U.S. Aluminum Export, Import Trade Mixed

Exports of crude aluminum decreased 20% in November 1961 from the October level, while scrap exports increased 20%. Imports of crude aluminum were down, while semifabricated product imports were up from October totals.

November exports of crude aluminum were 18.9 million pounds, compared with 23.7 million in October. The 11-month total was 239 million pounds, sharply off from the 518 million of 1960, according to U.S. Bureau of the Census figures. Over 70% of the November exports went to 8 countries—United Kingdom, Philippine Republic, Switzerland, Mexico, West Germany, Korean Republic, Belgium, and Australia.

Scrap exports in November were 15.4 million pounds, up from 12.9 million in October, and the 11-month total was up slightly over 1960—152 million pounds compared with 146 million in 1960. Nearly 60% of the November total went to West Germany with Japan and Italy getting the bulk of the remaining 40%.

Exports of semifabricated shapes showed little change. The 11-month total was 61 million pounds, up from 41 million in 1960.

Crude Imports Down

Imports of crude aluminum decreased in November from the October level while scrap imports increased. November imports of crude aluminum were 37 million pounds compared with 46 million in October, and the 11-month total was 359 million pounds, against 287 million in 1960. Canada continues to supply over 60% of the crude aluminum imported into the United States.

Imports of semifabricated products in November were 10.7 million pounds compared with 9.9 million in October, and the 11-month total was 98 million pounds compared with 76 million in 1960.

After 11 months of 1961 the U.S. was a net exporter of aluminum scrap, and a net importer of crude and semifabricated aluminum.

Gains Made by French Machine Tool Industry

PARIS.—New orders for French machine tools increased 32% in the first 9 months of 1961 over the same period in 1960, according to a survey by the Association of the French Machine Tool Manufacturers. Delivery periods now average 10 months, compared with 6-7 months for the previous year.

Exports were up 46% for the first 6 months of 1961 over the first half of 1960 and accounted for 25% of French production. Germany, Japan, Great Britain, Belgium-Luxembourg, Switzerland, and the U.S.S.R. were the principal markets for French machine tools.

Reasons given for this high level of new orders were the large investment programs by the French industry, especially automobile producers, to meet the increased competition from the opening of the French market to foreign producers, also to an increase of foreign orders.

An October decline in the rate of increase in new orders, however, caused some apprehension among French machine tool producers. The French automobile industry was a principal factor causing this concern as the rate of its orders decreased after the introduction of new models in September.—U.S. Embassy.

New North Sumatra Plant To Produce Bicycle Tires

MEDAN.—A new factory building for the production of bicycle tires has been completed and is awaiting installation of machinery and equipment from Italy. Production rate of the factory is expected to be 700 tubes and 500 tires daily.

The local government suggested in early 1959 that a modern bicycle tire and tube plant be built in North Sumatra to meet the area's demand which approximates 1 million units a year. Existing facilities have been very inadequate and the tire quality poor.

The demand for bicycle tires in North Sumatra has been met primarily by imports from Java. Imports from Java, however, are restricted and the prices are high.—U.S. Consulate.

Soviet Union's Aluminum Exports Continue Down

Exports of aluminum reported by the U.S.S.R. in 1960 decreased for the second consecutive year. The 1960 total was 77,100 metric tons, of which 68,000 tons were in crude form, compared with 88,100 tons (77,400 tons of crude) in 1959, and 121,700 tons (114,900 tons of crude) in 1958, according to foreign trade figures of the U.S.S.R.

The decline was accounted for by lower exports of crude aluminum to free-world markets, totaling 16,700 tons in 1960 compared with 34,700 tons in 1959. The United Kingdom continued to be the major customer, receiving 7,500 tons compared with 17,100 tons in 1959. Finland was second with 4,300 tons in 1960, down from 6,800 tons in 1959.

Only a small amount of semifabricated aluminum was exported to the free world. Sweden received 500 tons in 1960, 100 tons in 1959; and 1,300 tons went to Cuba in 1960.

Crude aluminum exports to Soviet-bloc countries rose in 1960 to 50,200 tons, up from 40,900 tons in 1959. The largest shipments went to East Germany—33,900 tons. Smaller quantities went to Rumania, 5,700 tons; Poland, 4,700 tons; Czechoslovakia, 3,900 tons; Communist China, 1,200 tons; and Bulgaria, 800 tons.

Semifabricated exports to iron-curtain countries dropped to 5,500 tons in 1960, from 9,000 tons in 1959. East Germany received 1,400 tons, the same as in 1959, and Czechoslovakia 1,100 tons, down from 5,000 tons in 1959.

Spanish Copper Output Up

MADRID.—Production of blister copper in Spain amounted to 35,000 short tons in 1960, 21% greater than the 1959 production of 29,000 tons. Output of unalloyed brass mill products included 1,200 tons of sheet and plate, 1,100 tons of bars, and 1,400 tons of tubes.

Wire and cable production equalled 20,000 tons while brass and bronze foundry output was 1,100 tons.

Alloyed brass mill products included 5,600 tons of plate and sheet, 7,000 tons of bars, 2,100 tons of tubes, and 1,300 tons of other copper-base products.

The total estimated value of sales of copper products in Spain in 1960 equaled US$99 million.—U.S. Embassy.

In 1960, the United States exported to Spain 549 tons of copper-base mill products, practically all of it (527 tons) in the form of copper rods. Although not usually an important buyer of U.S. copper-base scrap, some 7,700 tons of alloyed copper scrap were shipped to Spain in 1960.

Latin American Output of Newsprint Slows Demand for U.S. Exports There

NEWSPRINT exports from the United States to its largest regional customer, Latin America, have declined by about one-third since 1957, chiefly because of the competition from new production capacity installations in Brazil, Chile, and Mexico.

The development of new markets in Africa, Asia, and Western Europe in 1961, however, has more than offset this loss. As a result, the 1961 newsprint export volume may have approached the record 1955 total of 207,000 tons, when a worldwide newsprint shortage prevailed.

The declining importance of the Latin American market for U.S. newsprint concerns the domestic industry. On the basis of a part-year trend, less than one-half of the 1961 U.S. newsprint exports were shipped to Latin America for the first time in a decade of trading. In the mid-fifties, about two-thirds of U.S. newsprint exports were delivered to Latin American countries.

Canadian and Scandinavian exporters, larger newsprint sellers to Latin America, have also had difficulty in maintaining a strong position in Latin America but have not suffered to the same extent as U.S. exporters.

L.A. Production Gains

Between 1957 and 1960, U.S. newsprint exports to Latin America fell off by 35% from 117,000 to 76,000 tons. In the same period, Latin American newsprint consumption rose by some 100,000 tons, total imports edging up just slightly. New production facilities in the region furnished most of the newsprint in the 1957-60 Latin American consumption gain. The ratio of the region's production to consumption thus rose from 14 to 23% in the period. In contrast, U.S.-produced newsprint accounted for 16% of Latin American use in 1957 but only 10% in 1960.

Recent developments in the use of Latin America's fast growing trees and the abundant sugarcane byproduct, bagasse, have spurred large investments in newsprint manufacture. Between 1957-60 newsprint production capacity in Latin America doubled to 200,000 tons, the percentage rate of gain exceeding that for the area's consumption by a 5 to 1 margin. From 1960 to 1963, an additional 108,000 tons of new capacity will likely be installed.

By 1963 Latin America will have the potential to produce about 34% of its newsprint needs of nearly 900,000 tons, or exactly twice the 1957 percentage.

Further expansion to the region's newsprint capacity are planned beyond 1963. A 65,000-ton mill is scheduled for start-up in Chile in early 1964, with financial help from Canadian interests. Chile, the only newsprint exporter in Latin America, has been shipping an average of some 30,000 tons annually to other countries in the region since 1957. All planned production increases, including the future production of the new mill, will be for export to other Latin American countries.

Swedish manufacturers are said to be seriously considering the establishment of a newsprint mill in Brazil. The mill will use native eucalyptus wood as a raw material.

Tariff Reductions Planned

Newsprint exporters are faced with still another deterrent to future trade with Latin America. The newly established Latin American Free Trade Association (LAFTA) already totals 9 members including all the largest newsprint producers and consumers in Latin America, namely, Argentina, Brazil, Chile, and Mexico.

The planned reduction of tariffs between members in LAFTA of 8% annually is expected to result in a duty-free status at the end of 12 years. The LAFTA tariff arrangement, as that in the European Economic unions, will most likely favor newsprint producers from member nations.

Thus, the competitive factors to broader U.S. newsprint sales to Latin America are mounting and are apparently stimulating U.S. exports to other markets. The rate of newsprint demand growth in Latin America, however, has been restrained by artificial means. The almost universal complaint by Latin American countries for the slow progress in newsprint use is the lack of foreign exchange. Should this situation improve, newsprint demand can be expected to rise in closer relation to prevailing literacy levels and afford a better market for U.S. newsprint suppliers.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

January

29.—National Businessmen's Week banquet, Sales Executives of Washington Club, Mayflower Hotel, Washington, D.C. Commerce speaker and Honorary Chairman: Luther H. Hodges, Secretary of Commerce.

30.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan. Emerson Hotel, Baltimore, Md.

30.—Monthly dinner meeting, Fort Worth Export-Import Club, Fort Worth, Tex.

February

1.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan. Sheraton Plaza Hotel, Boston, Mass.

2-4.—South Dakota Patent Congress. Sponsor: South Dakota Industrial Development Expansion Agency; Junior Chamber of Commerce; Aberdeen Chamber of Commerce; S. D. Extension Service.★

7.—International Management Program session, International House, Boston, Mass. Sponsor: World Trade Center of New England.

8.—Monthly dinner meeting, International Trade Association of New England, Inc., University Club, Boston, Mass. Speaker: Francis X. Scafuro, vice president, Bank of America (International). Topic: Credit and Financing Machinery Needed for Growth of International Trade.

9-11.—Institute of American Poultry Industries Fact Finding Conference on International Trade Development. Municipal Auditorium, Kansas City, Mo.

11.—Foreign Trade Conference, Springfield, Mo.

13.—Businessmen's conference with U.S. Trade Mission to Peru-Ecuador. St. Louis, Mo.

14.—Export Clinic, Greenville, Miss. Sponsors: Louisiana-Mississippi Regional Export Expansion Committee; Memphis REEC; Delta Council; Port of Greenville; Greenville Chamber of Commerce. Commerce speaker: H. P. Van Blarcom, Bureau of International Business Operations.

14.—Export Trade Development seminar, Hotel Patton, Chattanooga, Tenn. Sponsors: Chattanooga Manufacturers Association, Chattanooga Chamber of Commerce, Regional Export Expansion Committee, Small Business Administration.

15.—Detroit World Trade Club monthly dinner meeting. Sponsor: Detroit World Trade Club, Inc. Commerce speaker: Assistant Secretary of Commerce for Trade Policy, Dr. Peter T. Jones.

16.—Businessmen's conference with U.S. Trade Missions to Peru-Ecuador, and Chile. Biltmore Hotel, Los Angeles, Calif.

21.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan, Board Room, Bank of America Bldg., San Francisco, Calif.

21.—New Orleans Export Managers Club monthly luncheon. Commerce speaker: William R. Hayden, Bureau of International Programs.

22.—Electrical Insulation Conference, Shoreham Hotel, Washington, D.C. Commerce speaker: Dr. Jack N. Behrman, Assistant Secretary for International Affairs.

26-27.—25th Chicago World Trade Conference, Pick Congress Hotel, Chicago, Ill. Sponsors: Chicago Association of Commerce and Industry, International Trade Club of Chicago.

28-Mar. 3.—International Automotive Service Industries Show. Navy Pier, Chicago, Ill.★

March

5-9.—Annual convention, National Photo Dealers and Finishers Association, Conrad Hilton Hotel, Chicago, Ill.

6-7.—Conference for corporation executives: The U.S. Foreign Aid Program. Hotel Statler, Washington, D.C. Sponsor: School of Advanced International Studies, Johns Hopkins University.

7-8.—Export Educational Conference, Atlanta Biltmore Hotel, Atlanta, Ga. Sponsors: Atlanta Regional Export Expansion Committee. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

19-23.—13th Annual Institute on Foreign Transportation and Port Operations, University Center, Tulane University, New Orleans, La.

24-April 1.—International Photography Fair, 34th Street Armory, New York, N.Y.

29-30.—Second Annual Washington Conference on Business-Government Relations in Marketing. Shoreham Hotel, Washington, D.C. Commerce Speaker: E. E. Schnellbacher, Bureau of International Business Operations.

April

5.—Seventeenth Annual Cleveland World Trade Conference, Pick-Carter Hotel, Cleveland, Ohio. Sponsor: Cleveland World Trade Association.

Tariff Commission Reports On Broomcorn Broom Duty

The U.S. Tariff Commission on January 17 submitted to the President a report of its investigation under section 336 of the Tariff Act of 1930 with regard to brooms made of broomcorn.

The Commission found that the present rate of duty of 25% ad valorem—based on foreign export value—does not equalize the differences in costs of production of domestic brooms made of broomcorn and like or similar articles produced in Mexico, and that to equalize such differences to the fullest extent permissible under section 336 the duty rate of 25% ad valorem must be applied to brooms made of broomcorn on the basis of the American selling price as defined in section 402(e) of the Tariff Act of 1930, as amended.

Copies of the report are available from the U.S. Tariff Commission, 8th and E Streets, NW., Washington 25, D.C.

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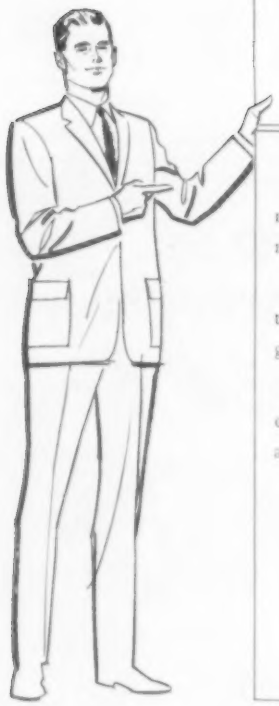

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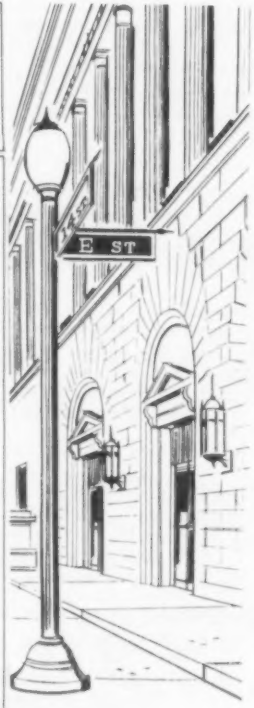
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